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NEW YORK AND CHICAGO

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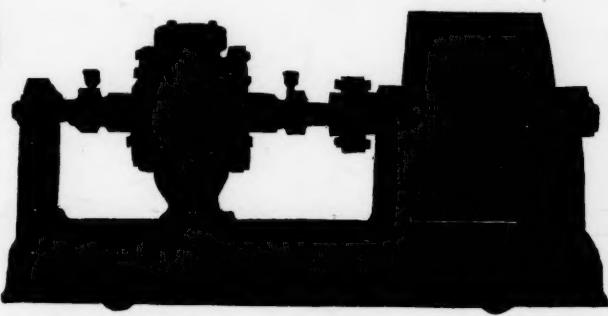
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THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE AMERICAN MEAT PACKERS' ASSOCIATION

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New York and Chicago, March 29, 1919

No. 13

Packers Prepare to Go After Export Trade

Announcement of the organization of the first of the meat packers' export corporations was made this week. Twelve "Class A" packers have formed the American Provisions Export Company, and have applied for a charter under the Webb act, permitting combinations of business interests to do an export business. Officers have been elected, and a committee of four will leave for foreign countries in a few weeks to arrange for export agencies.

This cooperative export plan grew out of suggestions of the United States Food Administration at the time when Allied and Government buying agencies were discontinued, and when packers heavily committed to pork production found themselves without an adequate outlet for their goods. A suggestion for one central export organization to include all so-called small packers was not carried out. Two groups of these packers met and decided to organize, and one of these groups has now carried out its plan and put its machinery in motion. The other is expected to follow suit, and more may decide to go after their share of the foreign trade.

The American Provisions Export Company is organized with an authorized capital stock of \$1,000,000, and the officers are as follows: President, Charles F. Hammond, Hammond-Standish Co., Detroit, Mich.; vice-presidents, A. L. Eberhart, George A. Hormel Co., Austin, Minn., Samuel T. Nash, The Cleveland Provision Co., Cleveland, Ohio, and Charles J. Roberts, Roberts & Oake, Chicago; secretary, L. Harry Freeman, Boyd, Lunham Co., Chicago; treasurer, T. Kenneth Boyd, Boyd Lunham Co., Chicago.

The interests which compose the company are the following: Hammond, Standish Co., Detroit, Mich.; George A. Hormel & Co., Austin, Minn.; Jacob Dold Packing Co., Buffalo, N. Y.; Indianapolis Abattoir Co., Indianapolis, Ind.; Parker, Webb & Co., Detroit, Mich.; Boyd, Lunham & Co., Chicago, Ill.; Miller & Hart, Chicago, Ill.; Roberts & Oake, Chicago, Ill.; Iowa Packing Co., Des Moines, Iowa; The Cleveland Provision Co., Cleveland, Ohio; Sullivan Packing Co., Detroit, Mich.; St. Louis Independent Packing Co., St. Louis, Mo.

The corporation is sending abroad in the near future four representatives to arrange for agencies on the other side. This committee is composed of Charles F. Hammond, Hammond-Standish Co.; A. L. Eberhart, George A. Hormel & Co.; James G. Cownie,

Jacob Dold Packing Co., and Charles J. Roberts, Roberts & Oake.

TEAM WORK FOR FOREIGN TRADE.

A plan to coordinate the efforts of all Government agencies in the promotion of foreign trade was announced by the State Department at Washington this week. Heretofore various Government departments have conducted trade investigations, statistical and otherwise, and each has worked separately along its own lines. Now, under instructions of President Wilson, all these agencies are to work together, under one head, and the outcome is expected to be of great importance in securing for the United States its share of world trade after the war.

The statement of the State Department is as follows:

The Department of State, through Acting Secretary of State William Phillips, today announced the organization of a co-ordinating committee on foreign trade. An order authorizing such a committee was formally signed by the President on February 28, during his recent visit to Washington.

The committee includes representatives of all the governmental offices which deal in any way with foreign trade matters. Its duty is to formulate conclusions and to harmonize and coordinate all governmental activities in any way connected with foreign trade, thus safeguarding the economic future of the nation.

The committee will provide advisory and supervisory machinery of Government executives for unifying the work of further extending and developing the business interests of the United States in foreign channels.

Neither the committee as a whole, nor its subcommittees, will deal with specific cases of foreign trade interests except as they may be brought to its attention by the different Government officers now handling these matters. In other words, the American business public will not have direct communication with the committee, but will continue to deal as heretofore, with the various pre-existing agencies of the Government.

At a preliminary meeting, which was held last Thursday in the office of Acting Secretary of State Polk, the following representatives of various governmental agencies were present:

Department of State, Acting Secretary Polk, Mr. Lay, Mr. Frost; Department of Commerce, Acting Secretary Sweet, Mr. Cutler; Shipping Board, Chairman Hurley, Mr. Stevens; Treasury Department, Acting Secretary Rowe, Mr. McQuire; Department of Agriculture, Mr. Brand, Mr. Moomaw; Department of Labor, Acting Secretary Post; Navy Department, Admiral Peoples; War Department, Colonel Dunn; War Trade Board, Mr. DeLaittre; Federal Trade Commission, Commissioner Fort; Tariff Commission, Com-

missioner Culbertson; Railroad Administration, Mr. Spens; Interstate Commerce Commission, Acting Chairman Woolley; Post Office Department, Mr. Maddox.

A subcommittee on organization was created, with Julius G. Lay, acting foreign trade advisor of the Department of State, as chairman. To this committee, composed of representatives of the various departments named above, was assigned the task of organizing subcommittees for particular functions.

MEAT EXPORTS IN FEBRUARY.

Exports of meat and dairy products in February, according to official Government reports, were more than double in value those of the same month a year ago, indicating not only the continued feeding of military forces abroad, but the flow of supplies to hungry civilian populations. Value of exports for February was \$95,389,002, compared to \$42,951,127 a year ago. For the eight months ending with February the export values were even greater in proportion than for a like period a year before. Eight months' totals were \$629,195,589, compared to \$274,881,044 for the similar period a year ago.

A comparison of exports in February with the same month a year ago is as follows:

	Feb. 1919.	Feb. 1918.
Beef, canned, lbs.	\$1,511,723	9,888,600
Beef, canned, value	\$3,292,002	\$2,820,470
Beef, fresh, lbs.	13,729,993	16,407,981
Beef, fresh, value	\$3,210,202	\$2,655,626
Beef, pickled, etc., lbs.	3,655,120	2,839,315
Beef, pickled, etc., value	\$711,368	\$473,414
Oleo oil, lbs.	4,452,808	2,621,266
Oleo oil, value	\$1,213,743	\$545,298
Bacon, lbs.	114,842,525	50,903,829
Bacon, value	\$34,706,023	\$13,767,180
Hams and shoulders, lbs.	49,283,058	29,287,518
Hams and shoulders, value	\$15,282,584	\$7,641,527
Lard, lbs.	68,972,779	31,682,756
Lard, value	\$18,912,513	\$8,051,668
Neutral lard, lbs.	152,555	257,759
Neutral lard, value	\$43,778	\$73,131
Pork, pickled, lbs.	1,956,362	1,980,860
Pork, pickled, value	\$446,977	\$471,147
Lard compounds, lbs.	6,976,237	1,392,090
Lard compounds, value	\$1,644,880	\$302,880

The comparison for the eight months is as follows:

Beef, canned, lbs.	89,892,291	38,915,273
Beef, canned, value	\$36,819,338	\$11,417,716
Beef, fresh, lbs.	265,830,429	137,615,681
Beef, fresh, value	\$63,537,575	\$21,361,376
Beef, pickled, etc., lbs.	30,909,315	41,836,461
Beef, pickled, etc., value	\$6,185,357	\$5,423,455
Oleo oil, lbs.	32,284,384	13,442,596
Oleo oil, value	\$7,988,043	\$2,804,078
Bacon, lbs.	703,565,291	302,983,330
Bacon, value	\$210,844,301	\$79,275,899
Hams and shoulders, lbs.	326,003,191	150,014,389
Hams and shoulders, value	\$96,209,870	\$33,371,489
Lard, lbs.	371,646,444	160,900,532
Lard, value	\$101,567,243	\$38,386,584
Neutral lard, lbs.	3,541,937	1,555,648
Neutral lard, value	\$924,314	\$402,591
Pork, pickled, lbs.	21,757,304	17,515,607
Pork, pickled, value	\$4,927,317	\$3,765,497
Lard compounds, lbs.	42,422,749	20,175,900
Lard compounds, value	\$9,960,709	\$4,030,513

Valuable trade information may be found every week on the "Practical Points for the Trade" page. Do you make it a habit to study this page?

DROUGHT CUTS AUSTRALIAN BEEF SUPPLY

Political Interference Also Hurts the Meat Trade

(Special Correspondence of The National Provisioner.)

Brisbane, Queensland, Australia,
February 21, 1919.

The conditions in the North and South of Australia are totally different. The southern half of the continent, which mainly carries sheep, has enjoyed a fairly good season and consequently has a fair supply of sheep and lambs available. In that portion of the Commonwealth the killing of sheep is proceeding, though the available supply is not overlarge.

In the northern half, where the greater part of the beef is obtained for export, the dry conditions have made the outlook very unfavorable. The meat season has ended, none of the works are operating, and at present it is impossible to say when they will reopen. Until there is a great change in the weather conditions the supply of fat cattle will be very short. Even with rain the amount of beef available for export will be shorter in the coming season than was the case in the seasons immediately past.

In addition to this, the Commonwealth Government is likely to place a large quantity of meat in cold storage to meet any possible demands for meat for local consumption during the coming winter—May to July. Arrangements have been made with the local meat companies to set aside from 50,000 to 75,000 tons of frozen meat, which will be released at 5½d. per pound as required to meet any shortage. Fresh meat is usually consumed in Australia, but since the war and the consequent shortage of local supplies the consuming public has become more familiar with chilled and frozen meat than was the case formerly.

The Federal Government does not intend to fix the price of meat again, but the view is held that if the public require fresh meat they will have to pay a higher price than the price of frozen meat; in other words, in accordance with the law of supply and demand. The Federal Government will stand any loss on the arrangement with the meat companies.

Owing to the continued dry weather in New South Wales there has been some suggestion of the State Government also laying up a quantity of meat for the winter. Supplies are fairly good at present, as owners of stock are rushing them into the market rather than run the risk of keeping them through the dry spell. If good rains fall the market will at once harden, as owners will hold for stocking-up purposes.

Australian Meat Exporter Handicapped

Attention is being drawn in Australia to the less favorable position occupied by the Australian meat exporter than the exporter of Argentine and North America. The Australian meat output goes to the Imperial Government at fixed prices, which are lower than the prices paid to the Argentine exporters. This difference is said to represent about as follows: Ox beef, 7d. to 7½d. per pound; cow beef, 7d. to 7½d. per pound; mutton, 7d. per pound.

Furthermore, while the Australian exporter must consign his whole output to the Imperial Government, the Argentine growers of meat

cent. of their output
cap the advantage

of the high prices ruling in England. The prices obtained for "free" meat are very much higher than the prices paid for Australian meat. This is the cause of some grumbling among the trade in Australia. It is said here, also, that Canadian, African, United States and Brazilian exporters enjoy the same privileges as the Argentine exporters.

It is argued in Australia that the Australian meat trade should be freed of Government control at once, as the Australian exporter is being placed at a great disadvantage with trade rivals, who have an opportunity of capturing the world markets. Australian exporters hold that they should be allowed to take advantage of the open market values. New Zealanders are also asking that in any future contract provision should be made to release 20 per cent. of the output for sale in the open market.

Drop Plan to "Nationalize" Meat Trade.

The proposal made by the New South Wales Government to nationalize the meat industry has apparently fallen through, owing to the strong resentment of the stock-owners and the trade generally. Much objection is taken to a proposal such as this coming from a government which is not really Labor, but claims to be National. The Government of the State was apparently nervous about the short supply of meat and the possibility of high prices causing a political agitation.

The stockowners take the view that the best way to secure lower prices is to encourage the greater production of stock; in other words, to allow the rule of supply and demand to operate. There are local causes of the shortage of stock, including among others the great spread of rabbits, which destroy enormous quantities of grass. One authority recently declared that owing to the depredations of such pests, notably rabbits, New South Wales is only able to maintain half the number of sheep that were carried in the '90s.

In Queensland stockowners and meat works proprietors are looking to the close of the war to end the State control of the meat industry. As a result of this control, while nominally acting as agent for the Imperial Government, the Queensland State Government has been able to get large quantities of meat for its State shops at 3½d. per pound for beef and 4½d. per pound for frozen mutton, as compared with 4½d. per pound for beef and up to 5½d. per pound for mutton by the Imperial Government.

The State Government is already becoming concerned regarding supplies for its increasing number of State meat shops, as the station (range) properties established by it will not provide nearly enough stock for requirements. In fact, if the dry weather continues these flocks and herds may be seriously depleted by drought. Already the Government has suffered some losses of stock from this cause.

Labor Troubles Cause Plants to Close.

The aggression of the unionists employed at the meat works is a matter of some

moment. At two of the works in North Queensland work has been practically suspended through the extortionate demands of the union, egged on by agitators, and some doubt has arisen whether the companies will re-open the works in the next season, so unfavorable is the outlook from an industrial point of view. The position of Vestey's works in the Northern Territory is somewhat akin to these; the men secured a high award for wages from the Arbitration Court and then departed from it by making higher demands. It is little wonder that the companies are becoming tired of this kind of thing.

FARMERS PACKING PLANT PROGRESS.

One of the largest cooperative meat packing enterprises in the country is that of the Farmers' Terminal Packing Company, at St. Paul, Minn., whose plant is practically complete, and only waiting for the installation of all the equipment in order to begin operation. There are 11,000 farmer stockholders in the company, and this number is expected to reach 15,000. The plant starts with a daily killing capacity of 1,000 hogs and 300 cattle, which can be largely increased when necessary.

The company is a strictly cooperative institution, under the cooperative laws of Wisconsin, with a capital stock of \$2,000,000. The annual meeting of the stockholders was held on March 21 at St. Paul, and the following officers elected for the ensuing year: Ira M. J. Chryst, Hudson, Wis., president; A. F. Polson, Hammond, Minn., vice-president; H. Edmunds, Cedar, Minn., secretary and treasurer; M. E. Brooks, St. Paul, Minn., general manager; Kay Todd, St. Paul, Minn., attorney.

"The opening of the plant has been delayed through two causes," writes General Manager M. E. Brooks. "Under a resolution of the stockholders a year ago, we cannot start operations until there is \$500,000 in cash in the banks and the plant and equipment completely paid for. Owing to war conditions the delivery of equipment has been very slow.

"Both of these conditions, however, are being eliminated, and there is no doubt now but what we will be able to begin operations this fall, and with reasonable assurance of success.

"The capacity of our plant for a start will be 1,000 hogs and 300 cattle per day, with buildings large enough to increase our hog killing three times the opening capacity, and our cattle killing three times the opening capacity. The only thing necessary to make this increase will be the installation of additional equipment.

"We have a present membership of 11,000 farmer stockholders, mostly in Minnesota, some, however, from South Dakota and Wisconsin. When the organization is complete we will have in the neighborhood of 15,000 farmer stockholders.

"The writer is under a contract with this company for five years as their general manager, and it is his opinion, based on 36 years' experience in the packing industry, that the farmers have built a plant in the best location possible for such an institution.

"The plant is located directly across the river from South St. Paul, on land high enough to be out of the way of any high water from the Mississippi River. We have 164 acres of land in this piece. It is on the main lines of the C. R. I. & P., C. B. & Q., and C. M. & St. P.; also it is on the deep channel side of the Mississippi River, which will be of great advantage when the river transportation is developed."

FATS AND OILS IN THE UNITED STATES

Their Production and Conservation Discussed by Experts

By Herbert S. Bailey, United States Department of Agriculture, and E. E. Reuter, United States Food Administration.

(Continued from last week.)

(EDITOR'S NOTE.—The second installment of this treatise on fats and oils, published in the last issue of The National Provisioner, dealt with the technical description of the various fats and oils and the methods of their production. This week the subject of increasing our oil supplies is discussed.)

How to Safeguard Our Oil and Fat Supply.

So much for a brief description of the general processes used in the production of our fats and oils. Now let us consider the possibilities for increasing our supplies of the various food and technical oils. How can we develop new sources of these most important substances? In what ways can we improve upon our present methods of manufacture? How can we substitute the more abundant oils for those which are scarce, and how conserve for the purposes to which they are peculiarly adapted those oils, which, like castor oil as a lubricant for aeroplane engines, can not easily be replaced by other oils?

Cottonseed Oil.

From the data in Tables 1 and 2 (published in The National Provisioner of March 15) it is apparent that the United States produces more cottonseed oil than any other single oil—nearly 1,344,000,000 pounds during the calendar year 1917. We likewise consume more of this oil than of all other vegetable oils combined.

This is due not only to its suitability for both table and cooking purposes, but also to the fact that it forms the bulk of the lard substitutes, and that large amounts are employed in the manufacture of oleomargarine, as well as in soap and other technical industries.

The 1917 cotton crop fell a little short of that of 1916, and neither was more than about three-fourths of the average for the five-year period, 1911 to 1916. The 1918 crop was about 11,700,000 bales, or about 3½ per cent more than was produced in 1917. To insure a sufficient supply of good seed, the United States Department of Agriculture recommended that cotton growers save double the quantity needed for the first planting. Through the Government committee on seed stocks and the various State seed committees arrangements were made whereby farmers who carried over more seed than they needed could dispose of it in other sections where a third or fourth planting was required.

In 1917 the price of fertilizers in many places was so high that undoubtedly some plantations did not receive a sufficiently heavy treatment. Through the Department of Agriculture approximately 100,000 tons of Chili saltpeter were imported under the provision of the food control act, and sold to the farmers at cost in 1918. This helped to solve the nitrate fertilizer problem, and, incidentally, release for commercial purposes a large amount of cottonseed meal which would otherwise be needed for fertilizing.

Pressing the Cotton Seed.

The method of pressing American cottonseed oil is typical of the way hot-pressed oils are made, and the machinery and processes used in the production of this oil in the United States are superior to those of any other country. Plants of American design and con-

struction are in operation in Europe, Asia Minor, India, and China.

At the crude-oil mill the cotton seed is first run through revolving screens which separate out the larger pieces of trash mixed with it, then passed over shaking sieves and magnets, and through cyclone cleaners, to get rid of the sand, nails, and dust. Next the seeds are fed into the delinters, where the little short cotton hairs which the gins failed to remove are taken off, compacted into a felt, and rolled out like cotton batting, ready for the mattress maker or gun-cotton manufacturer.

(Continued on page 27.)

DANISH BACON AND DAIRY EXPORTS.

An unofficial report from Copenhagen on the altered position of the Danish export market has the following to say:

"Before the war practically all of the export bacon and more than 95 per cent. of the butter went to the United Kingdom. During the war a large proportion of both of these products had to be sent to Germany for political and neutrality reasons. Just at this time very little of either product is being produced for export anywhere, but it is confidently expected that the imports of foodstuffs will again be possible, and these industries will immediately resume their export status.

"For some unknown reason there has been a rumor current in Denmark for some time that the United Kingdom was preparing to supply itself with butter and bacon from within the empire, and that Denmark would be forced to find other markets. Germany would be the obvious resort; but for that market certain changes would be necessary in the character of the product.

"The lean bacon so much prized in England, the so-called 'English breakfast bacon,' is not so much esteemed in Germany. Fat pork and bacon are demanded there. Such a change in the product would involve considerable change in feeding and possibly also in the breed of hogs.

"In the matter of dairy products, Germany would gladly take the butter to compensate for the large amounts formerly imported from Siberia, but no longer available.

But the dairy interests think they can better profit by exporting milk to Germany instead of the butter, and they are now experimenting on a process of 'homogenizing' which is expected to so change the character of the milk that it can be shipped long distances, reaching its destination after a week or more in practically a fresh state, and without having the cream separate. Milk powder will also be made and the condensing factories are preparing to increase capacity.

"Denmark has never been an extensive cheese producing country. The skimmed milk, from which cheese would naturally be made, has heretofore been fed to hogs in order to produce the much-prized lean bacon."

NEW YORK FOOD CONTROL CENTER.

Offices of the heads of the United States Food Administration have been removed from Washington to New York, and most of the activities of what remains of the organization are now centered in that city. Mr. Hoover's chief lieutenant, Edgar Rickard, who with Theodore F. Whitmarsh, he appointed as joint director of the American Relief Administration, which handles all European food relief, now has his headquarters in New York, along with Mr. Whitmarsh. The grain corporation, which handles the grain relief and which may handle the grain guarantee also, is centered in New York. The cottonseed oil division, which still operates in the stabilization of cottonseed products, remains in Washington, as does the sugar equalization board.

PACKING CONSTRUCTION MAY GO ON.

The federal meat inspection authorities have withdrawn the regulation restricting new packing house construction which was imposed during the war, when conservation of building material was necessary. Under federal meat inspection rules all new construction plans must be presented to and approved by the Bureau of Animal Industry before building can commence. In December, 1917, conforming to government war plans, an order was issued forbidding the approval of any plans for packing house construction involving capital expenditures. This order has since been in force. The bureau now revokes it, Dr. Mohler stating that he sees no reason why such restrictions should continue.

Livestock Men Prepare to Meet Packers

Plans are going forward for cooperation between livestock and meat packing interests in the adjustment of difficulties and the remedying of conditions which have caused friction in the past. It is announced that a meeting will be held within a short time at which the organization outlined at the recent Chicago conference will be perfected.

At Chicago it was proposed that a conference committee of ten packers, ten livestock representatives, two livestock exchange members, and possibly a Government representative, should be formed for adjustment of all matters affecting the mutual interests of producers and packers. Livestock men of three states have already agreed to this plan, and it is expected that interests in other states will fall in line. Enthusiasm for the scheme grows as its possibilities dawn upon those interested.

At the convention of the Missouri Livestock Association last week resolutions were

adopted commending the plan, and representatives from that association were appointed to take part in the conference. Similar action had already been taken by the Kansas Livestock Association, and at the Indianapolis livestock rally last week the sentiment for the plan was practically unanimous. Illinois livestock interests also adopted the plan.

As has been stated, the plan calls for the stabilization of livestock marketing by this conference committee. Packers are to keep it informed of production conditions and export demand, and the committee is to have authority to investigate the packers' earnings and to employ accountants to make a yearly audit of packers' books, so that there may be no misunderstanding as to packers' profits or production costs.

Livestock representatives are to meet at Kansas City within a few days to select the ten members of the conference committee to represent them.

PRACTICAL POINTS FOR THE TRADE

(EDITOR'S NOTE.—From time to time answers to inquiries appearing on this page will be illustrated with drawings, showing graphically the points in question. This applies particularly to questions of packinghouse architecture, mechanical equipment, etc., and should prove a feature of added value to those who make use of this department.)

MESS AND PLATE BEEF.

An inquiry from the West is as follows:

Editor The National Provisioner:

What are mess and plate beef? Please give directions as to preparation.

As a rule regular mess beef is made only on special orders. Mess beef nowadays is cut from chuck and plates, and sometimes when there is a surplus rump and flanks are put in, one in each barrel of 200 pounds. There is no stated number of pieces to the barrel, but they should run as near 8 to 10 pounds each as possible, and should be about two-thirds chuck and one-third plate meat. This material should be packed in full strength, pickle with 6 ounces saltpeter, or double-refined nitrate of soda, and with coarse salt in each end of the barrel.

Plate beef is packed in two grades, plate beef and extra plate beef, according to quality. The pieces should weigh as nearly 8 pounds each as possible. It is packed the same as mess beef as regards weight, salt and saltpeter, or double-refined nitrate of soda.

RECIPES FOR LIVER SAUSAGE.

A subscriber abroad writes as follows:

Editor The National Provisioner:

I should be greatly obliged if you could furnish me with some recipes for liver sausage.

The following will be found an excellent formula for liver sausage: Fresh hog livers, 500 lbs.; scald 10 minutes in water 200 to 210 degs. Fahr. Fresh hog rinds, 100 lbs.; cook 1½ hours at 200 to 210 degs. Fahr. Fresh tripe, well cleaned, 350 lbs.; cook 5 minutes at 200 to 210 degs. Fahr. Back fat, 70 lbs.;

scald 10 minutes at 200 to 210 degs. Fahr. Fresh pig snouts, 250 lbs.; cook 1½ hours at 200 to 210 degs. Fahr. Chop and add the following: Jelly, 90 lbs.; onions, 10 lbs.; white pepper, 6 lbs.; flour, 40 lbs.; salt, 24 lbs.; marjoram, 3 lbs.; thyme, 1 lb. Stuff and cook 30 minutes at 190 degs. Fahr.

Another liver sausage giving good satisfaction was made as follows: Pickled hog heads, 94 lbs.; hog cheek meat, 60 lbs.; beef livers, 28 lbs.; ham skins, 30 lbs.; white pepper, ¾ lb.; marjoram, ¼ lb.; salt, 3 lbs.; onions, 4 lbs. Stuff in beef rounds, 4 sets.

Another formula is as follows: Hog livers, 60 lbs.; hog fat, 220 lbs.; ham skins, 30 lbs.; white pepper, 1 lb.; marjoram, ¼ lb.; onions, 9 lbs.; flour, 8 lbs.; water, 78 lbs. Stuff in 6 bundles beef rounds. Finished weight, 337 lbs.

Liver sausage is really not the proper name. It is impossible to make sausage out of liver alone. "Liver flavor" would be a better name.

MEAT FOR OUR ARMY IN FRANCE.

The War Department has made public some interesting statistics concerning the meat supply for the American army abroad, which show not only the improvement in our food service in this war as compared to previous wars, but also the extent to which economies are practiced.

Perfection of shipping and refrigeration service, clear up to the front lines, has made it possible to serve to the troops at the front even such perishable meat as fresh pork, which they now get once each week. The average consumption of frozen meat, mostly beef, is 13 ounces per man per day.

It costs 12½ cents per pound for ocean freight on carcass beef for the army, which makes this meat decidedly expensive to the Government. Experiments in boning the beef before shipment have been so successful from the standpoint of economy that the army

would like to get all its beef that way if such a thing were possible. The following statement from the Director of Purchase and Storage of the War Department shows the advancement made in this matter of shipping economy:

The Subsistence Division has received a request from the Chief Quartermaster of the American Expeditionary Forces for the shipment to France of 1,000,000 pounds of boneless beef to be packed in three different ways. Packages for steaks are to contain only tenderloins, sirloins, butts, loin steaks, top rounds and shoulder steaks; packages for roasts are to contain prime ribs, rumps, bottom rounds and bottom chuck. Packages for stews are to include flanks, plates, necks, shanks and trimmings. The object of the experiment is convenience in butchering and handling in France, and also that all classes of meat used for the same purpose will be packed together.

The cessation of hostilities has not caused discontinuance of the shipment of boneless beef to France. The saving in freight overseas on shipments of boneless beef over carcass beef would aggregate \$73,000 each day were it possible to secure sufficient boneless beef to feed the entire expeditionary forces. A ship's ton of refrigeration space, 40 cubic feet, costs \$100. This makes the freight on each pound of carcass beef 12½ cents. Just half the space is required for boneless beef, which reduces the freight to 6¼ cents per pound. The average consumption of frozen meat in France is 13 ounces per man per day.

Fresh pork is being served to the troops once each week. Pork requires more strict attention in shipping and handling than the beef, as it deteriorates more rapidly. Its consumption will probably be reduced on the approach of warm weather.

COUNTRY DRY CURE FOR PORK.

In a recent issue The National Provisioner printed a dry cure for pork recommended by the meat expert of the University of Missouri, in which he specified various amounts of seasoning to "each 10 pounds of meat." This was an error of the typewriter on his part, and should have read "each 100 pounds of meat," as most curers will understand.

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New York and
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Official Organ American Meat Packers'
Association

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HOLDING OUT FALSE HOPE

Advices from Washington on March 24 quote G. Norman Peck, chairman of the Industrial Board, appointed by the Department of Commerce, as predicting the speedy fall of food prices. He was said to have reached this conclusion after a conference with Food Administration officials in New York. He believed the billion dollar wheat appropriation, by Congress would be used to reduce wheat product prices, and as wheat was the barometer of the food trade, other food prices would fall.

Whether Mr. Peck was quoted correctly or not, the newspaper reports of his prediction are considered unfortunate. It seems to be a pretty general opinion that such a prediction is so far out of line with the facts as to be almost absurd. He may have been inspired by a desire to cheer up the consuming public with the hope of a drop in prices, but such a hope held out, and then found to

be baseless, is sure to result in worse consequences than if the prediction had never been made.

Food authorities say food prices are not expected to come down within the next few months, for the reason that food prices have not been inflated as have the prices of other commodities. Government restrictions on food prices have been much more severe than on other commodities. Reports from the world's markets do not indicate a lowering of the price of wheat; supply and demand conditions point to a contrary result.

Mr. Peck is quoted as saying there is "every reason to believe that food prices will be lowered," and yet he does not mention a single one. His supposition as to the use of the wheat guarantee is said by those close to the United States Grain Administration to be far from the facts. One commentator remarks that it is "such unwarranted predictions as this which lead to discontent and Bolshevism." The attempt to promote optimism at this time is commendable, but it should be based on a careful study of the facts.

TEAR DOWN OR BUILD UP?

The Merchants' Association of New York City, the largest organization of its kind in the United States, has asked the Chamber of Commerce of the United States to place on the calendar of its St. Louis convention in April for discussion resolutions adopted by the association asking for reform in the methods of the Federal Trade Commission. The Federal Trade Commission is asked to "return to its earlier attitude of striving to promote the highest public interest by affording guidance rather than punishment for business enterprise, and to acquire that sympathetic understanding of honestly conducted business enterprise which is essential" to the accomplishment of the purpose for which the commission was created.

The trio on a short-handed commission who have been responsible for this criticised policy may consider their police-court method of conducting this body the proper one. They may feel satisfied with the one-sided way in which they have attacked legitimate business. The Merchants' Association of New York in its resolutions declares that "their course has deprived the commission of the authority and leadership which it should otherwise exercise," and predicts that "such a course will eventually lead to its abolition as a superfluous institution, not responsible to the public interest which it was created to serve."

It is declared that "the public need of such an agency" as this Federal Trade Commission was intended to be "is even more insistent today than at the time the legislation was enacted." With the world strug-

gling out of the chaos of war, the problems of business readjustment, both as regards domestic and foreign trade, are such that the utmost wisdom must be exercised, especially in high places. It would not be surprising to find that public sentiment stands behind such bodies as the Merchants' Association of New York in this matter.

◆◆◆
TAKING THE MEN BACK

Ever since the United States declared war on Germany the business men of the country have shown their patriotism by backing up the government. The ending of the war has thrown an additional burden upon business men. Instead of being the time to relax, this is the time to plan and to work harder than ever before.

There are over three million men who joined the colors to help keep the fighting on the other side of the ocean. These men are now being discharged. They are coming back to civil life in ever increasing numbers.

The patriotic duty of every business man is to give employment to as many of these men as he can himself and to persuade his friends to do likewise. At the start this may require some self sacrifice on the part of business men. In the end it will prove a good investment.

Don't forget the sacrifices that these soldiers and sailors have made. Don't forget those American graves all along the fighting front. Show your patriotism by prompt and effective action.

Some of our largest packers are setting a good example. Thousands of men in their employ entered the war, and now they are coming back. Some of them are not as well-qualified physically to hold their old jobs as they were before they went to the front. But their former employers are making it a point of honor to restore every one of them to their old positions, or to one equally as good. Not one of them will be overlooked or turned down. This is a good example to follow. The meat packing industry has been much maligned, but in this particular it can show the way to all its detractors.

◆◆◆
TAKE ALL YOUR DISCOUNTS

There is far more in taking discounts than the small or even large amount of money saved. The business man who pays his bills promptly, who takes all his discounts, has a far better credit rating than the man who allows his accounts to become overdue. No one can tell when he will need all the credit he can get. If he has met all his obligations promptly when business was good, he will find his credit more elastic when adversity comes than would otherwise have been the case. It's a mighty good investment to take all discounts.

TRADE GLEANINGS

It is reported that Armour & Company are considering the erection of a large packing house in Indianapolis, Ind.

Plans are being perfected for the erection of a concrete sales room and storage plant in Helena, Ark., by Morris & Company.

Swift & Company's branch house at Syracuse, N. Y., after extensive alterations, has been opened, with J. H. Dunnells as manager.

The plant of the North Mississippi Cotton Oil Company at Holly Springs, Miss., has been damaged by fire to the extent of \$150,000.

It is reported that a cottonseed oil mill and fertilizer factory will be erected at Rocky Mount, N. C., by W. R. Griffin at a cost of \$50,000.

The Sunshine Fruit Company, Inc., 213 Raritan Building, Perth Amboy, N. J., has

been incorporated with a capital stock of \$50,000 to deal in meats, groceries, etc.

Rockland Wholesale Grocery Co., Rockland, Maine, has been incorporated with a capital stock of \$50,000 to conduct a wholesale and retail business in meats, groceries, provisions, etc.

The Fernandina Packing & Forwarding Co., Fernandina, Florida, has been incorporated with a capital stock of \$10,000, with D. A. Kelly as president and P. C. Kelly, treasurer.

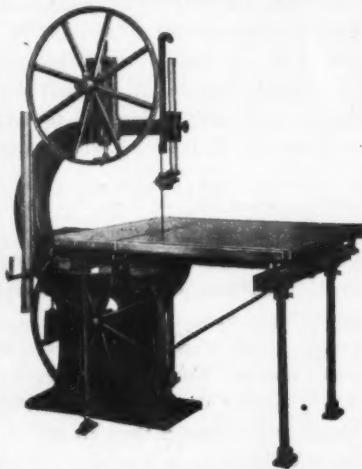
Mims & Company, Sumter, S. C., has been incorporated with a capital stock of \$5,000 to engage in the fertilizer business. A. B. Mims, of Sumter, and T. B. Mims, of Pinewood, S. C., are the incorporators.

The Chickasha Peanut Oil & Products Co., Chickasha, Okla., has been organized with D. C. Hybarger, president; H. A. McDonald, vice president and J. W. Owens, secretary and treasurer. Contract has been let for the erection of a building.

The Bethlehem Abattoir & Hotel Supply Co., Bethlehem, Pa., has been incorporated with a capital stock of \$150,000 by Frank Beahm, Max Cohen and Elwood G. Barber. Plans are being drawn for a building to be erected within a short time.

Articles of incorporation have been filed by the Del Paso Heights Stock and Swine Breeders' Association, with headquarters at Del Paso, Calif., with a capital stock of \$10,000. The directors are: George Strauch, Thomas Beechmore, J. E. Westoby, James Smith and C. F. George.

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Plans are being prepared by the Packers' Architectural & Engineering Co. for the erection of a packing plant for the Power Packing Co., Nashville, Tenn., incorporated by Robert E. Power, Chris J. Power, Dan E. Power and others. It is reported that the daily capacity will be 300 hogs and 200 cattle and will cost from \$250,000 to \$300,000 to build.

MEAT TROUBLES IN ARGENTINA.

Meat packers in the Argentine continue to have great difficulty in moving meat products because of the longshoremen's strike there, which has continued for months, and which the government appears powerless to bring to an end. Some packers, whose plants are adjacent to deep water, have not had so much trouble, as ships could load direct at the packinghouse docks. Others, at Argentine ports and at Montevideo, Uruguay, who depended on lighters for loading, have been tied up by the strike, and only last week an attempt by the La Blanca plant to load ships by means of smaller steamers was stopped when the strikers pursued the small boats and attacked the captains and crews. Such meat as is being exported from Argentina and Uruguay is that from plants with deep water facilities.

UNITED STATES DISTRICT COURT: SOUTHERN DISTRICT OF NEW YORK:

MEYER & BUSH CO.

Plaintiff,

—against—

CHARLES WEISBECKER (a corporation),

Defendant.

**IN THE MATTER OF THE APPLICATION OF
GEORGE F. HINRICHES, Receiver
for CHARLES WEISBECKER, for permission to
advertise for claims of creditors.**

NOTICE IS HEREBY GIVEN according to law and pursuant to an order of the United States District Court for the Southern District of New York, made by the Hon. Julius M. Mayer, a Judge thereof, on the 8th day of March, 1919, to all creditors and all persons having claims against the said Charles Weisbecker (a corporation) of No. 268 West 125th Street, and 2833 Broadway, in the Borough of Manhattan, City of New York, to present their claims with the vouchers therefor duly verified to LEON DASHAW and BENJAMIN FISHER, attorneys for the Receiver herein, at their office No. 320 Broadway, in the Borough of Manhattan, City of New York, on or before the 15th day of May, 1919.

Dated, New York, March 13, 1919.

GEORGE F. HINRICHES,
Receiver.

LEON DASHAW AND BENJAMIN FISHER,
Attorneys for Receiver,
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PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in eieres, pork and beef by the barrel or tierce and hogs by the hundredweight.

Markets Quiet—Prices Steady—Less Apprehension of congestion in Futures—Hog Movement Liberal—Packing Still Large.

The action of the futures market this week has tended to carry out the belief expressed previously that the short interest in futures would be permitted to cover, and with the short interest eliminated the market would quiet down, and fluctuations would be based on the hog movement, and the developments in regard to the demand for product. Reports were current that all restrictions on the hog movement would be removed and that the total would probably increase a little, but it was thought that there would be no difficulty in caring for such a movement. The packing for the past week was 222,000 less than last year, which may possibly be a result of the decline in the average price of hogs from the high level which was made after the prices were destabilized, but the average for the week was 19½c., and the reaction was not very material, on the basis of the average values. The total packing for the first three weeks of the summer season has been 1,732,000 hogs against 2,237,000 last year, a decrease of 505,000 for the period, so that either the movement has been accounted for in the previous heavy receipts, or else the country is holding back for higher prices. A western trade paper issued a statement the past week indicating that the percentage of the 1918 hog crop which had been shipped out so far was—Ohio, 79; Indiana, 78; Illinois, 77; Missouri, 76; Iowa, 77; Minnesota, 81; North Dakota, 82; South Dakota, 71; Nebraska, 77; Kansas, 76; Oklahoma, 85.

This statement as to the number of hogs shipped out seems to be confirmed, in part at least, by the statement of the Agricultural Department as to the movement of hogs in the winter. The report was a special report, based on 10,000 returns, of actual changes on the reporters' farms or adjacent farms, and this was assumed to be a fair average for the country as a whole, and proportioned to the entire supply. This report shows a very large decrease in the hog supply during the month of January alone.

The tabulation for hogs, cattle and sheep follows:

	Hogs.	Cattle.	Sheep.
On hand Jan. 1, 1910.....	75,587	67,866	49,863
Births during January.....	6,024	2,620	1,406
Brought onto farms.....	2,789	1,948	1,007
Moved off farms.....	11,240	3,448	1,426
Slaughtered on farms.....	5,079	557	65
Died on farms.....	1,111	421	374
On farms Feb. 1.....	66,970	68,008	50,411
Change in Jan. per cent., 1919, Dec. 11.4	Inc. 0.2	Inc. 1.1	
Change in Jan. per cent., 1918, Dec. 8.2	Dec. 2.0	Dec. 0.9	
Change in Jan., 1919, Nos. 8,617 Inc. 142	Inc. 548		
Change in Jan., 1918, Nos. Dec. 5,820 Dec. 1,348	Dec. 437		

The movement in February, as near as can be sized up from the commercial reports, was not quite as heavy as the movement in January, partly owing to the shorter month, but proportionately it is reasonable to believe that there was a corresponding change in the month of February, and it is possible that there will be almost as large a change in March, although the packing as reported by the western authorities has decreased so far in March compared with last year.

The Agricultural Department recently issued a statement giving a comparison of the meat production for 1918 and 1914, compared with 1900. The beef production figures in 1900 were 8,963,000,000 lbs., compared with 9,797,000,000 lbs. in 1918. The comparative production in 1900, using that year as a basis, shows that in 1908 there was an increase of 6.5, in 1914 a decrease of 20.1 per cent, in 1916 a decrease of 12.3 per cent, and in 1918 an increase of 9.3 per cent. The beef production for seven months to January 31 this year has been 3,616,000,000 lbs., on the basis of the inspected slaughter, against 3,271,000,000 lbs. last year, so that it is probable that the total for the fiscal year ended next June will show an increase over the enormous figures for 1918. The pork production has also shown an enormous increase, gaining much more rapidly than beef. With 1900 as a basis for 100 per cent, the total production for 1909 showed an increase of 2.7, 1914 an increase of 9.2, 1916 an increase of 31.9, 1917 an increase of only 5.2, but in 1918 an increase of 40.1. The production, on the basis of the inspected slaughter, for the seven months ended January 31 this year, has been 4,324,000 lbs. against 2,928,000,000 lbs. last year, pointing to a still greater increase over the 1900 base for the coming year.

The movement of beef and pork products for export has been very heavy again during the past month. Bacon was more than double last year, hams nearly double, and lard also

more than double. The total shipments of beef and beef products, and pork products, for the past month and for the eight months ending with February, make the following comparisons:

EXPORTS BY GROUPS.

	February	1918.
Beef, canned, lbs.....	\$1,151,723	9,888,690
Beef, canned, value.....	\$3,292,002	\$2,820,470
Beef, fresh, lbs.....	13,729,983	16,407,981
Beef, fresh, value.....	\$4,210,202	\$2,655,626
Beef, pickled, etc., lbs.....	3,635,120	2,839,315
Beef, pickled, etc., value.....	\$711,368	\$473,414
Oleo oil, lbs.....	4,452,805	2,621,266
Oleo oil, value.....	\$1,213,748	\$45,298
Bacon, lbs.....	114,842,525	50,903,829
Bacon, value.....	\$34,706,028	\$13,767,180
Hams and shoulders, lbs.....	49,283,053	29,287,818
Hams and shoulders, value.....	\$15,282,584	\$7,641,527
Lard, lbs.....	68,972,779	31,652,756
Lard, value.....	\$18,912,513	\$8,051,668
Neutral lard, lbs.....	152,555	257,759
Neutral lard, value.....	\$43,778	\$73,131
Pork, pickled, lbs.....	1,956,362	1,980,860
Pork, pickled, value.....	\$446,977	\$471,147
Lard compounds, lbs.....	6,976,237	1,392,000
Lard compounds, value.....	\$1,644,880	\$302,880
Milk, condensed, lbs.....	49,399,574	29,940,184
Milk, condensed, value.....	\$6,700,074	\$4,070,704
8 mos. ended February		
1919.		1918.
Beef, canned, lbs.....	\$9,892,291	38,915,273
Beef, canned, value.....	\$36,519,338	\$11,417,716
Beef, fresh, lbs.....	265,830,429	137,615,681
Beef, fresh, value.....	\$63,537,575	\$21,361,376
Beef, pickled, etc., lbs.....	30,909,315	41,836,461
Beef, pickled, etc., value.....	\$6,165,356	\$5,422,455
Oleo oil, lbs.....	32,284,384	13,442,596
Oleo oil, value.....	\$7,988,043	\$2,504,078
Bacon, lbs.....	703,565,291	302,983,330
Bacon, value.....	\$210,844,301	\$79,275,595
Hams and shoulders, lbs.....	326,066,199	150,014,539
Hams and shoulders, value.....	\$96,209,879	\$38,371,489
Lard, lbs.....	371,646,444	100,900,832
Lard, value.....	\$101,567,243	\$38,386,584
Neutral lard, lbs.....	3,541,937	1,555,648
Neutral lard, value.....	\$924,314	\$402,591
Pork, pickled, lbs.....	21,737,394	17,515,507
Pork, pickled, value.....	\$4,027,317	\$3,765,497
Lard compounds, lbs.....	42,422,749	20,175,900
Lard compounds, value.....	\$9,960,709	\$4,030,315
Milk, condensed, lbs.....	394,744,939	352,411,359
Milk, condensed, value.....	\$32,617,356	\$45,600,955

BEEF.—The local market is quiet but firmly held. Mess. \$35@36; packers, \$38@39; family, \$41@43; East India, \$64@66.

LARD.—Trade is dull but the undertone firm. Quoted: City, 28@28½c., nominal; Continental, \$30; South America, \$30.15; Brazil kegs, \$31.15; compounds, 23@24½c.

PORK.—Locally the market is quiet and firm. Mess. \$50.50; clear, \$49@55, and family, \$54@55.

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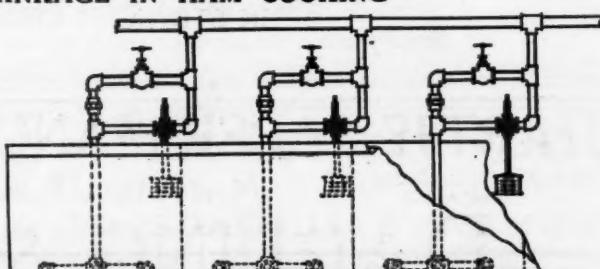
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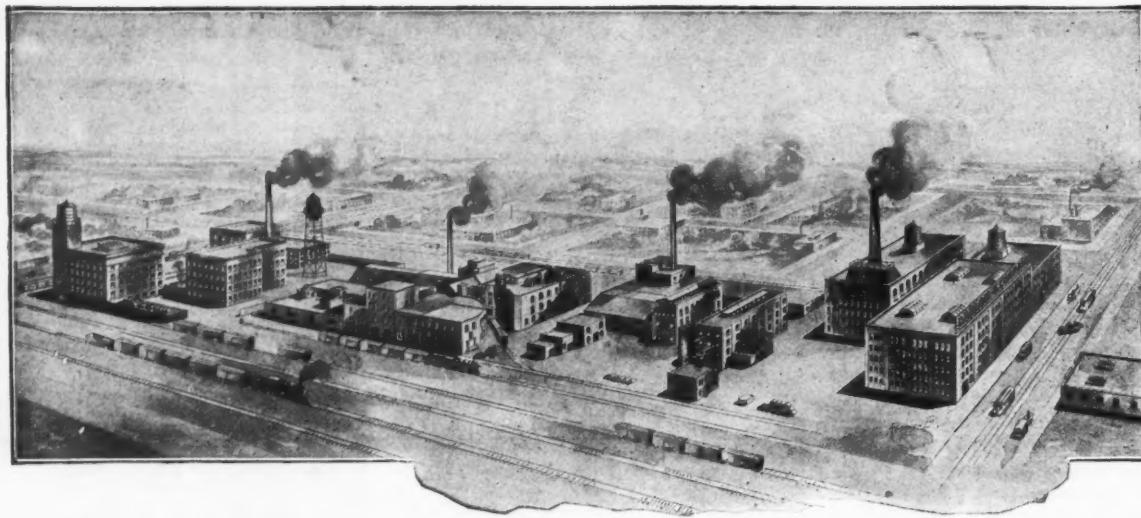
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TALLOW, STEARINE, GREASE and SOAP

WEEKLY REVIEW

The market for tallow has been distinctly more active, and has developed a better tendency. A sale was reported of 500,000 lbs. of special tallow at a half cent advance, and there have been other sales reported, indicating a change in heart regarding the position of the market. This improvement has possibly been due to the much better tone in stearine, and the advance in stearine prices, while also the better tone in vegetable oils has been reflected in animal fats. The production of tallow, however, still continues large. The movement of cattle is not quite as heavy as earlier in the season, but it is still liberal, and the average weights are showing a fair average condition of the stocks. The soap trade is reported somewhat better, and improvement in soap conditions and improvement in stearine has been a distinct influence in the market. There does not appear to be any immediate prospect of export trade, and the position of glycerine is still very unsettled. The market has been, however, in such an extremely depressed position that some gain has been looked for, and was not unexpected. Prime city tallow in the local market quoted at 9½c., with city specials loose at 10½c.

OLEO-STEARINE.—There has been a distinct improvement in the stearine market. Prices have advanced with a better trade. A fairly good volume of sales has been seen, and the demand seems to continue at the advance. The reports of quite good sales of lard substitutes to the Government, for the relief exports, and belief that the substitute program will not decrease, seems to have had a good deal of influence on the attitude of the manufacturing interests. Oleo quoted at 18c.

OLEO OIL.—Market dull and firm. Extras are quoted at 30c. according to quality.

NEATSFOOT OIL.—The market is nominal with trade small. Prices are quoted 20 cold test, \$1.65@1.70; 30 degrees at \$1.45@1.50, and prime, \$1.30@1.35.

GREASE.—The market is stronger with a more active inquiry, but quotations are nominal. Yellow, 7½@8c.; bone, 10@11c.; house, 7¾@8½c.; brown, 6¾@7¼c.

SEE PAGE 29 FOR LATER MARKETS.

PREDICTS CONTINUED HIGH PRICES.
Conditions Would Have Been Worse but for Far-Seeing Men Like Hoover.

(Special Letter to The National Provisioner from W. G. Press & Co.)

Chicago, March 26, 1919.—During the war it was said "food will win the war," and now

that the war is over it can be more truly said that "food will save the world from the growing peril that threatens a great part of it—starvation and revolution."

The United States has been blessed with liberal production of food. The Department of Agriculture reports that during 1918 23,366 million lbs. of meat were produced. This vast amount of meat exceeds all previous records in this or any other country. The increased production in one year was 24 per cent.

This increase was due to the sound judgment of men like Herbert Hoover, who kept abreast of the times. He was not thinking of today only, but thought of tomorrow, and great credit is due one who can look far enough into the future to anticipate the world's demand for food, which the United States would be called upon to fulfill.

Early in the war he encouraged the establishing of a minimum price on hogs, and assured producers that they would find a stable market during the war, and that after the war demands would be greater than during the war. The producers responded to his demands, which are verified by the hereinmentioned reports of the Department of Agriculture.

We have written many letters on the subject of high prices. We have persistently stated that high-priced meat foods would continue for an indefinite period. No one can tell how long it will be before we get back to pre-war prices. Everybody realizes that the process will be slow and gradual, and to say that prices will ascend to unrestricted heights would be reckless; for we know there is a limit even to prices. On the other hand, to anticipate that agitation and sentiment will create a radical break in prices would be even more reckless.

It is our belief that for the present there is no prospect for much cheaper meat foods. We can see easy spots, when vegetation becomes general, but that is only temporary relief.

Our present supply of livestock will not be in marketable shape for some time. The winter crop of hogs is practically cleaned up. May and June will bring us last fall's pigs, which are said to be liberal in supply. We can not look for any increase in the supply of mutton for six weeks. There are no prospects of any increase in corn-fed cattle, and the grass cattle are not due until June and July. Poultry is scarce now, and there is little prospect of any increase of fresh poultry until late in June. Fish will be more plentiful from now on, but as fish is a one-day a week diet, there is little relief from that source.

These are our views on the situation. How correct they are remains to be seen.

GREEN AND SWEET PICKLED MEATS.

(Special Letter to The National Provisioner from The Davidson Commission Co.)

Chicago, March 27.—Quotations on green and sweet pickled meats f. o. b. Chicago, loose, are as follows:

Regular Hams—Green, 8@10 lbs. ave., 30c.; 10@12 lbs. ave., 29½c.; 12@14 lbs. ave., 29½c.; 14@16 lbs. ave., 29½c.; 16@18 lbs. ave., 29c. Sweet pickled, 8@10 lbs. ave., 29½c.; 10@12 lbs. ave., 29½c.; 12@14 lbs. ave., 29c.; 14@16 lbs. ave., 28¾c.; 16@18 lbs. ave., 28¾c.; 18@20 lbs. ave., 28¾c.; 20@22 lbs. ave., 29c.; 22@24 lbs. ave., 28¾c.

Skinned Hams—Green, 14@16 lbs. ave., 30c.; 16@18 lbs. ave., 30c.; 18@20 lbs. ave., 30c.; 20@22 lbs. ave., 29½c.; 22@24 lbs. ave., 29½c. Sweet pickled, 14@16 lbs. ave., 29½c.; 16@18 lbs. ave., 29½c.; 18@20 lbs. ave., 29½c.; 20@22 lbs. ave., 29c.; 22@24 lbs. ave., 28¾c.

Picnic Hams—Green, 4@6 lbs. ave., 22c.; 6@8 lbs. ave., 21½c.; 8@10 lbs. ave., 21c.; 10@12 lbs. ave., 20¾c. Sweet pickled, 4@6 lbs. ave., 21½c.; 6@8 lbs. ave., 20¾c.; 8@10 lbs. ave., 20½c.; 10@12 lbs. ave., 20c.

Clear Bellies—Green, 6@8 lbs. ave., 34c.; 8@10 lbs. ave., 33c.; 10@12 lbs. ave., 32c.; 12@14 lbs. ave., 31c.; 14@16 lbs. ave., 30c. Sweet pickled, 6@8 lbs. ave., 33c.; 8@10 lbs. ave., 32c.; 10@12 lbs. ave., 31c.; 12@14 lbs. ave., 30c.; 14@16 lbs. ave., 29c.

PORK CUTS AT NEW YORK.

(Special Letter to The National Provisioner from H. C. Zaun.)

New York, March 28, 1919.—Wholesale prices on green and sweet pickled pork cuts in New York City are reported as follows: Pork loins, 35@37c.; green hams, 8@10 lbs. ave., 33c.; 10@12 lbs. ave., 32c.; 12@14 lbs. ave., 31c.; 14@16 lbs. ave., 31c.; 18@20 lbs. ave., 30c.; green clear bellies, 8@10 lbs. ave., 33c.; 10@12 lbs. ave., 32c.; 12@14 lbs. ave., 31c.; green rib bellies, 10@12 lbs. ave., 31c.; 12@14 lbs. ave., 30c.; S. P. clear bellies, 6@8 lbs. ave., 30c.; 8@10 lbs. ave., 32c.; 10@12 lbs. ave., 32c.; 12@14 lbs. ave., 30c.; S. P. rib bellies, 10@12 lbs. ave., 31c.; 12@14 lbs. ave., 30c.; S. P. hams, 8@10 lbs. ave., 32c.; 10@12 lbs. ave., 30c.; 18@20 lbs. ave., 30c.; city steam lard, 27¾c. nominal; city dressed hogs, 26½c.

Western prices on green cuts are as follows: Pork loins, 8@10 lbs. ave., 32c.; 10@12 lbs. ave., 31c.; 12@14 lbs. ave., 30c.; 14@16 lbs. ave., 29c.; skinned shoulders, 26c.; boneless butts, 30c.; Boston butts, 27c.; lean trimmings, 22c.; regular trimmings, 18c.; spare ribs, 18c.; neck ribs, 8c.; kidneys, 8c.; tails, 12c.; snouts, 7c.; livers, 1½c.; pig tongues, 17c.

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COTTON OIL INTERESTS REASSURED.

The cottonseed oil situation was considerably brightened on March 26 by an order from Mr. Hoover, in Paris, for export to Europe of 17,000 long tons, or 38,000,000 pounds, of lard substitute, which has been allocated to the trade by the Food Administration. It is expected that most of the oil thus used will be replaced at once by purchases of crude cottonseed oil from the mills, many of which are in severe distress by reason of slowness of the market and having reached the limit of their storage capacity. This is the second large order of this kind received in the last thirty days, one for 22,400,000 pounds having been placed early in March, as reported in the last issue of The National Provisioner.

The announcement of this second big order followed a general conference in Washington last week, participated in by refiners, lard and substitute manufacturers, crude oil mill interests, ginners and seed buyers, and others connected with the cottonseed products industry. Stabilization of cottonseed products prices is continued by the Administration, and will be enforced until the end of the present crop season, with the aid and cooperation of all trade interests involved. Those who have been fearful of results, especially crude mills holding heavy stocks of unsold oil, are now reassured by the action of the food authorities and the support and cooperation of the refiners and lard manufacturers, who have given every assurance that the market would be supported, and that losses should not take place.

TO SEE HOOVER ABOUT COTTON OIL.

Former Governor Richard I. Manning of South Carolina sailed from New York on March 22 for Paris on state matters. While abroad he said he would see Herbert Hoover in regard to the cotton oil situation, and seek to induce him to buy larger quantities of cottonseed products for foreign relief, so as to relieve the congested situation in this country and prevent the loss of thousands of tons of seed which would otherwise be used for fertilizer.

The situation with regard to cottonseed and its products, he said, grew out of an arrangement made between the mills and Mr. Hoover at the beginning of last season, whereby the Government practically guaranteed the price for the various products with the exception of oil cake. The sudden ending of the war, he said, has ended the demand for those products which were used for munitions, and there is on hand a large surplus of oil. As a result of the mills' inability to sell the oil, they in turn have left about 30 per cent of the season's seed on the hands of the farmers.

This seed, valued at about \$140,000,000, will not keep through the warm weather, and must soon be turned into fertilizer, he said. Governor Manning felt, he said, that the Government was obligated morally, though not legally, to sustain the prices promised to the producers. This could best be accomplished if Mr. Hoover would begin buying the oil for use abroad where there is in many places more or less of a fat famine.

If Mr. Hoover would devote some of his revolving fund to this purpose, he said, the mills in turn would at once begin buying seed from the farmers and replacing the oil shipped abroad, so that this \$140,000,000 worth of seed would go into human food at a time when the world is short of food, and particularly of fats, instead of being dissipated as fertilizer.

CRUSHERS AGAIN AT NEW ORLEANS.

The annual convention of the Inter State Cotton Seed Crushers' Association will be held this year, for the second year in succession, at New Orleans, La., on May 19, 20 and 21. The rules committee will meet in advance, as usual, in the same city on May 16 and 17.

The Hotel Grunewald in New Orleans will be headquarters of the convention, which will continue the plan of self-entertainment put in operation last year, whereby the local people will be relieved of all expense for official functions. All indications point to a record-breaking convention in numerical attendance and in importance of subjects to come up for action.

The arrangements for the convention were made at a meeting of the executive committee of the association, held last week at New Orleans, at which were present President R. E. Montgomery of Palestine, Texas, Vice-President J. H. DuBose of Memphis, Secretary Robert Gibson of Dallas, and Messrs. George W. Covington of Hazlehurst, Miss.; Fielding Wallace of Augusta, Ga., and W. F. Pendleton of Durant, Okla.

There will also be a conference of crushers, feed manufacturers, dealers and others at New Orleans on April 2, to discuss feed control conditions.

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VEGETABLE OILS

WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and The Mississippi Cottonseed Crushers' Association.

Tone Improves—Better Demand Evident—Some Gains in Prices—Continued Export Inquiry—Less Pressure Evidenced.

The developments tend to indicate some improvement in the position of vegetable oils, with a somewhat better demand for some kinds, and a general improvement in the position of the market, although there is not sufficient gain to report a broad advance, but rather an improvement in spots.

The situation seems to have been helped by the recent placing of considerable sized orders for substitute lards by the Government, and there has also been some evidence of more confidence in the future as to what will be done with the supply of cottonseed oil in the country. The trip of one of the leading southern Governors to Paris, for the purpose of interesting Mr. Hoover in shipping a large supply of cottonseed substitute to Europe on the relief program, is expected to bring some results, and relieve the situation in regard to the remaining seed stocks.

The last ginning report, giving the cotton crop for the country at 721,000 bales more than last year, would indicate a possible increase in the seed crop this year of approximately 350,000 tons over a year ago. The last census report shows that the amount of seed delivered to the mills has been somewhat in excess of the preceding year, but

not enough to absorb this increase. It is evident from the reports so far, however, that if the price for the products is maintained, the crush will exceed last year, and the per cent of the entire crop crushed may reach a position of second or third place in the record of percentage of the crop crushed. The claim that there are hundreds of thousands of tons of seed left in the country is without doubt true, but the fact that so much seed has been received at the mills as reported, and so much crushed, indicates that excepting for the past three or four years, the proportion of the seed which will be uncrushed will compare extremely favorably with other years.

There have been some reports from the Coast indicating a rather unsettled market in soya-bean oil, and possibly not as much confidence in cocoanut oil as had been hoped for, but the position of the competing markets is improving to some extent, and this may be reflected into these oils. There has been material improvement in the demand for tallow, which it is hoped will be an indication of a marked improvement in this position, although there seems to be no cessation to the downward tendency of glycerine. The fact that lard is likely to be maintained at the current value is pretty good evidence of the demand for animal fats.

The situation, as far as the export demand is concerned, is expected to improve, although the developments in the Exchange markets bring clearly before the public the position of the American exporter. The American exporter has had a great deal of difficulty so far, since the armistice, in getting freight room, getting export permits at first—later import permits, and all the time the question of finance. The destabilizing of the foreign exchange market means that the foreign governments deem it wise to let the question of the law of supply and demand, and the influence of low exchange control the questions of imports and exports. It is certain that the drop in exchange will materially add to the difficulties of shipping any kind of product. Close observers believe that the effect of the drop will be to reduce imports into foreign countries, particularly the Allies, to the minimum of absolute needs, and stimulate the exportation of all kinds of produce, so that as soon as possible exchange conditions will come back to their normal parity.

The announcement from Washington that the billion dollar appropriation for the purpose of financing export business will shortly be available brings up some encouragement. By the use of this, exporters will be able to give a long-time credit, and apparently re-discount their export credits through their own banks or the Federal Reserve banks in such a way as to get immediate payment, while giving long credits to the buyers. While

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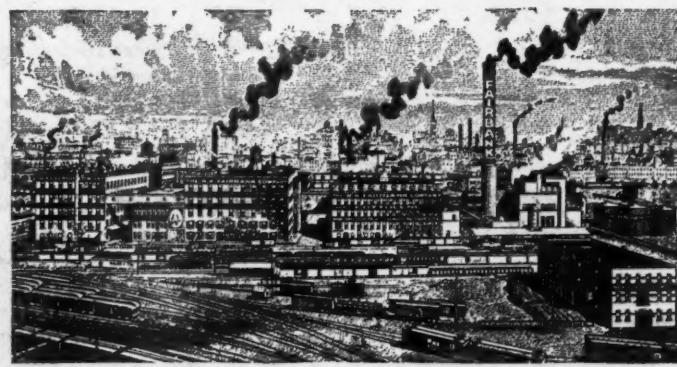
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the amount appropriated is immense, it is not enough to have prolonged effect when the immense proportion of the exports over the imports for the past year are considered.

There has been some falling off in the imports of foreign oils the past month, and in copra the decrease in the total imports for the seven months this season has been quite heavy. On the other hand, there has been a corresponding increase in the imports of cocoanut oil. The total imports of copra and foreign oils for the seven months of the past three years follow:

	1917.	1918.	1919.
Copra, lbs.....	128,431,813	263,119,524	194,135,519
Chinese Nut, lbs.	5,006,397	3,666,697	4,843,678
Cocoanut, lbs. .	29,420,385	133,441,185	208,807,327
Cottonseed, lbs. .	8,776,905	5,319,983	9,968,846
Olive, edible, gals	3,617,666	2,450,871	121,270
Palm, lbs.	18,500,841	11,148,284	6,780,947
Palm, Kernel, lbs	1,857,088	306	15,852
Peanut, gals. .	1,266,296	2,241,855	2,612,000
Rapeseed, gals. .	977,816	1,757,619	144,893
Soy Bean, lbs. .	65,525,406	178,729,454	182,352,784

SOYA BEAN OIL.—The spot market is quiet but firm. On the coast the tone is firmer with sellers quoting at 10 1/4@10 1/2c., prompt shipment. Consuming demand remains quiet. Spot is quoted at 13c.

PEANUT OIL.—Demand for peanut oil is not active, but the market is firm. Domestic crude is quoted at 16c., buyers' tanks, f.o.b. mill. Oriental oil is firmly held and quoted at 15@15 1/4c., sellers' tanks, prompt, from the coast.

CORN OIL.—Crude oil is quiet but steady. Refined is firm. Crude is quoted at 15@16c. in bbls.



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COCOANUT OIL.—Consuming demand is less active, but the market is firm and unchanged. Ceylon in sellers' tanks is quoted at 11 1/4@12c., and Manila in sellers' tanks at 10 1/2@10 1/2c., from the coast. Ceylon dom., 13 1/2@14c., and Cochin dom., bbls., 15 1/2@16c., nominal.

PALM OIL.—Stocks are small and demand quiet. Prime, red, spot, —, nom.; Lagos, spot, 20c.; to arrive, —; palm kernel, 14@14 1/2c., in bbls.; Niger, 16@16 1/2c.

SINGLETON IN LIFE INSURANCE.

Marvin E. Singleton, founder and former owner of the East St. Louis Cotton Oil Company, and a former president of the Inter-State Cottonseed Crushers' Association, has

been elected president of the Missouri State Life Insurance Company. Mr. Singleton lives at No. 4468 West Pine Boulevard, St. Louis, and is one of the most active and progressive business men of that city.

OIL TRADE CONVENTIONS.

Inter-State Cottonseed Crushers' Association, May 19, 20, 21. Hotel Grunewald, New Orleans, La.

National Oil Mill Superintendents' Association, May 27, 28, 29. Memphis, Tenn.

Inter-State Oil Mill Superintendents' Association and Oil Mill Superintendents Exhibitors' Association, June 4, 5, 6, Atlanta, Ga.

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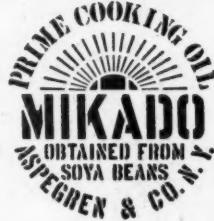
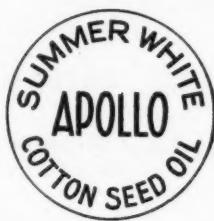
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Cotton Seed Oil
Suitable for all purposes.



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grades in all the principal
cities of the East

OILS AND FATS IN THE U. S.

(Continued from page 17.)

From the last of these delinters the seed goes to the hullers, which break the hard outer coat or hull and liberate the soft oil-containing meats. To separate the hulls and meats as thoroughly as possible, the material as it comes from the hullers is run over shaking screens. The hulls are passed through a second and sometimes a third huller, and then through additional separators until they come out practically free from any of the valuable oil-bearing interior portion. The meats when nearly freed from the hulls are ground through a series of three or more heavy steel rolls, and finally carried into storage bins over the pressroom.

In expressing most of the edible oils abroad several grades are frequently made by a repressing of the same batch of raw material. Cotton seed, however, in the United States at least, is pressed only once, and when hydraulic presses are used it is always heated or cooked before pressing. The cooking is done in a shallow, steam-jacketed pan equipped with a mechanical stirrer, which, as it revolves, mixes the meats thoroughly and prevents uneven cooking. In many mills a second pan, called a subheater, similar to the cooker, and installed just below it, serves to hold the cooked batch until the presses are ready for it.

Types of Presses Used.

The type of press most commonly used in this country in the production of cottonseed oil is the steel box-frame hydraulic. It consists of a series of horizontal steel plates set one above the other, and provided with closely

fitting steel sides, so that the whole machine is really a series of steel boxes without ends, piled one upon the other, the lowest box resting upon a hydraulic piston. One after another all the boxes are charged with cooked meats, wrapped in heavy press cloths, until the press is filled. The compressed air is then turned on, and the oil as it is squeezed out flows down over the sides of the press and through troughs to the settling cistern.

As it comes from the press, the dark-red crude oil contains some fine meal. Before being pumped or shipped to the refinery, therefore, it is held in settling tanks or cisterns until most of the finer particles have settled out.

An increasing amount of crude cottonseed oil is made in mills equipped with a type of continuous-working press known as the expeller. The expeller is built somewhat on the principle of the ordinary meat grinder, and is simply an interrupted screw revolving inside a slotted steel barrel. The ground seed enters through a hopper at one end of the barrel, is pressed along toward the op-

posite end, and finally discharged around a cone, which can be set in or out of the outlet orifice, to give any desired pressure. Squeezed from the seeds by the pressure of the screw, the oil runs out through the small slits in the barrel, and after settling or, better, filtering through a filter press, is ready for shipment to the refinery.

As the yield of oil by either process is only about 45 gallons per ton, or less than 17 per cent of the weight of seed handled, and as a large part of the ground cake and hulls can be used as feed or fertilizer by the local farmers, the crude-oil mills often are located in the smaller towns throughout the cotton-growing sections. From these the oil is shipped in steel tank cars to more centrally situated refineries or to the packinghouses and cooking compound manufacturers of the North. It is invariably refined before being used for food, as the crude oil has a very dark-red color, and contains substances which rapidly develop a disagreeable flavor and produce rancidity in a comparatively short time.

(To be continued.)

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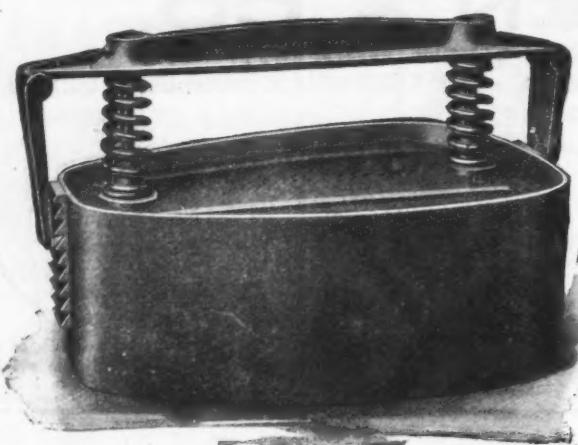
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THE WEEK'S CLOSING MARKETS

FRIDAY'S GENERAL MARKETS.

Lard in New York.

New York, March 28, 1919.—Market firm; prime Western, \$28.80@28.90; Middle West, \$28.60@28.70; city steam, 28c. nom.; refined Continent, \$30; South American, \$30.15; Brazil, kegs, \$31.15; compound, 23@24½c.

Marseilles Oils.

Marseilles, March 28, 1919.—Coppa fabrique, — fr.; coppa edible, — fr.; peanut fabrique, — fr.; peanut edible, — fr.

Liverpool Produce Markets.

Liverpool, March 28, 1919.—(By Cable.)—Beef, extra Indian mess, not quoted; pork, prime mess, not quoted; shoulders, square, 140s. 9d.; New York, 140s. 6d.; picnic, 119s. 6d.; hams, long, 174s. 3d.; American cut, 172s. 9d.; bacon, Cumberland cut, 140s.; long clear, 184s. 9d.; short backs, 184s. 9d.; bellies, 200s. Lard, spot prime, 156s.; American refined, 28-lb. box, 158s. Lard (Hamburg) nominal. Tallow, prime city, not quoted. New York City special, not quoted. Cheese, Canadian finest white, new 130s. 6d. Tallow, Australian (at London), 72s.

FRIDAY'S CLOSINGS.

Provisions.

Hog products opened firmer on the strength in hogs, but eased on selling for packers.

Tallow.

Market stronger; 100 drums sold at 10½c. City special loose quoted at 10½c.

Oleo Stearine.

Market firmer, with sales of oleo reported at 16½@17c. Oleo quoted at 18c.

Cottonseed Oil.

Trade quiet and featureless.

FRIDAY'S LIVESTOCK MARKETS.

Chicago, March 28.—Hog receipts estimated, 17,000. Left over, 8,932. Markets strong, 10c. higher; top, \$19.75. Cattle receipts, 2,500; sheep, 4,000.

Buffalo, March 28.—Hogs higher; on sale, 2,400, at \$20.25@20.40.

Kansas City, March 28.—Hogs steady, at \$18@19.75.

St. Joseph, March 28.—Hogs steady, at \$18.50@19.60.

Louisville, March 28.—Hogs higher, at \$19.40.

Sioux City, March 28.—Hogs higher, at \$18.90@19.20.

Indianapolis, March 28.—Hogs steady, at \$19.50@19.85.

Omaha, March 28.—Hogs steady, at \$18.50@19.40.

Cleveland, March 28.—Hogs steady, at \$19.50.

Detroit, March 28.—Hogs steady, at \$19.25 @19.40.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to March 28, 1919, show exports from that country were as follows: To England, 72,929 quarters; to the Continent, 34,804 quarters; on orders, nothing. The previous week's exports were as follows: To England, 51,608 quarters; to the Continent, 54,985 quarters; on orders, 73,565 quarters.

NEW YORK LIVE STOCK

WEEKLY RECEIPTS TO MARCH 24, 1919.

	Cattle	Calves	Sheep	Hogs
Jersey City	2,683	4,598	4,329	10,122
New York	5,198	5,543	8,433	15,550
Totals	7,881	10,141	12,762	25,472
Totals last week	8,792	10,498	17,834	24,506

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, March 22, 1919, are reported as follows:

	Cattle	Hogs	Sheep
Armour & Co.	7,117	24,700	15,028
Swift & Co.	6,328	16,600	17,063
Morris & Co.	5,481	10,200	6,890
Wilson & Co.	5,172	10,200	9,974
G. H. Hammond Co.	3,186	9,300	...
Anglo-Amer. Provision Co.	252	4,000	...
Libby, McNeill & Libby	992	...	...

Brennan Packing Co., 6,300 hogs; Miller & Hart, 4,300 hogs; Western Packing & Provision Co., 7,200 hogs; Boyd, Linham & Co., 7,600 hogs; Independent Packing Co., 5,400 hogs; Roberts & Oake, 5,000 hogs; others, 12,400 hogs.

Chicago.

	Cattle	Hogs	Sheep
Morris & Co.	3,430	12,155	5,969
Swift & Co.	5,068	16,157	8,860
Cudahy Packing Co.	5,312	17,805	10,973
Armour & Co.	4,658	16,412	11,306
Swartz & Co.	...	8,086	...
J. W. Murphy	...	21,753	...

Lincoln Packing Co., 230 cattle; Higgins Packing Co., 80 cattle; Wilson Packing Co., 418 cattle; South Omaha Packing Co., 49 cattle; John Morrell & Co., 6 cattle.

St. Louis.

	Cattle	Hogs	Sheep
Morris & Co.	3,812	7,392	92
Swift & Co.	3,252	9,165	688
Armour & Co.	3,764	9,179	362
East Side Packing Co.	...	812	...
St. Louis Dressed Beef Co.	873	...	...
Independent Packing Co.	399	...	...
Sartorius Provision Co.	379	...	...
Carondelet Packing Co.	189	...	...
American Packing Co.	540	...	...
J. H. Belz Provision Co.	700	...	...
Heil Packing Co.	874	...	...

SLAUGHTER REPORTS

Special reports of The National Provisioner show the number of livestock slaughtered at the following centers for the week ending March 22, 1919:

CATTLE.

	Chicago	Kansas City	Omaha	St. Louis	St. Joseph	Sioux City	St. Paul	Fort Worth	Milwaukee	Denver	Louisville	Ottumwa	South St. Paul	Fort Worth	Philadelphia	Indianapolis	New York and Jersey City	Oklahoma City	Milwaukee	Cincinnati
Chicago	40,446	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...
Kansas City	12,547	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...
Omaha	18,264	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...
East St. Louis	12,100	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...
St. Joseph	8,330	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...
Sioux City	4,145	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...
Cudahy	678	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...
Ottumwa	1,000	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...
South St. Paul	8,620	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...
Fort Worth	6,200	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...
Philadelphia	2,022	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...
Indianapolis	4,410	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...
New York and Jersey City	7,881	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...
Oklahoma City	1,610	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...
Milwaukee	663	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...
Cincinnati	4,152	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...

HOGS.

	Chicago	Kansas City	Omaha	St. Louis	St. Joseph	Sioux City	St. Paul	Fort Worth	Philadelphia	Indianapolis	New York
Chicago	126,000	...	...	...	...	...	...	...	...	...	...
Kansas City	53,500	...	...	...	...	...	...	...	...	...	...
Omaha	59,304	...	...	...	...	...	...	...	...	...	...
East St. Louis	58,407	...	...	...	...	...	...	...	...	...	...
St. Joseph	27,442	...	...	...	...	...	...	...	...	...	...
Sioux City	20,244	...	...	...	...	...	...	...	...	...	...
Cudahy	7,671	...	...	...	...	...	...	...	...	...	...
Cedar Rapids	8,178	...	...	...	...	...	...	...	...	...	...
Ottumwa	5,985	...	...	...	...	...	...	...	...	...	...
South St. Paul	21,278	...	...	...	...	...	...	...	...	...	...
Fort Worth	7,000	...	...	...	...	...	...	...	...	...	...
Philadelphia	6,075	...	...	...	...	...	...	...	...	...	...
Indianapolis	21,348	...	...	...	...	...	...	...	...	...	...
New York and Jersey City	25,472	...	...	...	...	...	...	...	...	...	...
Oklahoma City	3,220	...	...	...	...	...	...	...	...	...	...
Milwaukee	5,623	...	...	...	...	...	...	...	...	...	...
Cincinnati	11,922	...	...	...	...	...	...	...	...	...	...

SHEEP.

	Chicago	Kansas City	Omaha	St. Louis	St. Joseph	Sioux City	St. Paul	Fort Worth	Philadelphia	Indianapolis	New York
Chicago	47,262	...	...	...	...	...	...	...	...	...	...
Kansas City	22,192	...	...	...	...	...	...	...	...	...	...
Omaha	30,517	...	...	...	...	...	...	...	...	...	...
East St. Louis	1,963	...	...	...	...	...	...	...	...	...	...
St. Joseph	16,882	...	...	...	...	...	...	...	...	...	...
Sioux City	5,783	...	...	...	...	...	...	...	...	...	...
Cudahy	189	...	...	...	...	...	...	...	...	...	...
Ottumwa	47	...	...	...	...	...	...	...	...	...	...
South St. Paul	2,943	...	...	...	...	...	...	...	...	...	...
Fort Worth	3,000	...	...	...	...	...	...	...	...	...	...
Philadelphia	2,521	...	...	...	...	...	...	...	...	...	...
Indianapolis	67	...	...	...	...	...	...	...	...	...	...
New York and Jersey City	12,762	...	...	...	...	...	...	...	...	...	...
Oklahoma City	6	...	...	...	...	...	...	...	...	...	...
Milwaukee	278	...	...	...	...	...	...	...	...	...	...
Cincinnati	160	...	...	...	...	...	...	...	...	...	...

RECEIPTS AT CENTERS

SATURDAY, MARCH 22, 1919.

	Cattle	Hogs	Sheep
Chicago	1,000	9,000	2,000
Kansas City	600	1,000	1,000
Omaha	230	10,000	4,000
St. Louis	500	2,500	600
St. Joseph	100	2,000	500
Sioux City	1,000	8,400	1,000
Oklahoma City	100	100	50
Oklahoma City	200	200	800
Oklahoma City	250	1,000	50
Oklahoma City	300	1,000	50
Oklahoma City	350	1,000	50

HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

Chicago.

PACKER HIDES.—The market continues to rule active, about 7,000 light native cows sold at 24c. Stocks of hides in packers' hands are not large. Most of the packers are sold up with the exception of one packer who has some heavy and light native cows to offer. Spready native steers are quoted at 29@30c. Heavy native steers, 27½@28c. Lights, 1c. under; extremes, 24c.; heavy Texas, 26c.; lights, 24½c.; extreme lights, 23c.; butt branded steers, 26c.; Colorados, 25c.; heavy native steers, 27½@28c.; heavy native cows, 25c.; lights, 24c.; branded cows, 23c.; native bulls, 20c.; branded bulls, 18c.

COUNTRY HIDES.—The market continues to show a firm tone. There is a good demand for light weight hides, but dealers report a great scarcity. Very few offerings are noted here of back salting hides. Sales were reported in the East of free of grub extremes at 24½c. A car of current receipt extremes was reported sold at 22c. Buffs are quoted at 19½@20c. A car of free of grub buffs is offered at 20½c. with no takers. Heavy steers are quoted at 21½@22c. for current receipts. Better quality are quoted ½c. higher. Heavy cows are offered at 20@21c. according to lots. Bulls are quoted at 15½@16c. Branded hides, 17½@18c.

NORTHWESTERN HIDES.—quiet and unchanged. There is a good demand for good quality light weight hides, but dealers in this section have very little to offer. No new trading was reported from Minneapolis today. Last sales reported of extremes were at 21½@22c. for current receipts. Supplies are not large and very few offerings are noted. Heavy stock is slow and buyers are not interested in offerings. Extremes are quoted at 21@22c. for current receipts. Buffs at 19@20c. Heavy cows at 20@21c. as to lots. Heavy steers, 21½@22c. Calfskins are in demand, but supplies are limited. Countries are quoted at 34@36c. Light calf, \$2.75@3. Deacons, \$2.55@2.80. Horse hides are steady. Countries are quoted at \$7@8. Mixed cities and countries, \$8@8.75. City renderers, \$8½@8¾.

CALFSKINS.—quiet. Available supplies scarce. Packers are closely sold up until the first of April. Recent sales of packer skins were made at 52c. Chicago cities are quoted at 52½c. Outside cities and countries at 40@45c. Countries at 36@38c. Light calf, \$2.75@3. Deacons, \$2.55@2.80. Mixed outside city and country kip, 28@30c. Countries, 26@28c. Packer kip last sold at 34½c.

New York.

PACKER HIDES.—Market has settled down following the large sales of the past week. Although one killer continues to persist in his denial that he sold any of his

spreadies, there are some in the trade who claim that all the packers were involved to some extent. Outside packers have been active of late, especially in light weight hides. 2,000 February-March packer extremes sold at 24½c.; 3,000 February-March light native cows brought 24½c. All sales being at considerable advances. Some inquiry for steers, but no sales as yet.

COUNTRY HIDES.—The demand for light weight hides continues, but the heavier weights are more or less neglected unless a tanner is in urgent need of such hides and when price is right. Grub free extremes are easily moved at 24c. and reports from Philadelphia state that dealers are now asking 25c. for such hides with last sales at 24½c. They also state that the demand is far in excess of supplies. Middle west hides are firm. Current receipt extremes are quoted at 22@22½c., and back salting up to 24½c. asked. Buffs move from time to time. Some Central west buffs moved yesterday at 19c. selected f.o.b. shipping point. New York state, New England, etc., all weight hides are steady on the basis of 19½@20c. paid as to quantity. Southerns are firm. Extremes are held up to 23½c. for back salting. Canadians not moving very briskly, although occasionally a sale will be effected. The Boston market is firm and prices for light-weight hides have advanced with sales made up to 24@24½c. for good receipts.

CALFSKINS.—The market is strong and active. It is reported that outside of one collector all the April calfskins were cleaned out on the basis of \$4.65, \$5.50 and \$6.50 for the three weights. This one collector believes that higher rates will prevail shortly and continue to hold out. Outside city skins are also firmer and it is reported that 15,000 choice outside city skins sold at \$4.40, \$5.40, \$6.40, registering a considerable advance. Mixed cities and countries selling at \$4, \$5, \$6, although sellers are now talking higher. Countries at \$3.75, \$4.75, \$5.75, with some asking 10@15c. more. New York state dealers are held around \$3 and light calf about \$3.30. Nothing further developed in the way of business in foreign skins.

HORSE HIDES.—Whole hides are fairly well sold up and dealers are now talking more money. Car lots quoted at \$9.50 for city renderers, with smaller quantities about 25c. less. Mixed cities and countries, \$8.75@9.25; countries, \$8@8.50. Fronts have been active and quite some trading effected at \$6.65. Some choice Eastern fronts held up to \$6.75. Butts were also active at various prices, ranging from \$3@3.25 for 22" up, depending upon quality, description, width, etc.

STOCKS OF HIDES AND SKINS.

Stocks of hides and skins in the United States on December 31, 1918, are given by the Bureau of Markets in the first report on hides issued by the U. S. Department of Agriculture. Cattle hides, both domestic and

foreign, amounted to 6,398,234 pieces; sheep and lamb skins totaled 14,132,229; pig skins, 260,461 pieces; and 1,440,961 pounds of strips. Horse hides, including fronts, butts, and shanks, amounted to 401,613 pieces; and calf and kip skins, 2,199,266 pieces.

Other skins included in the report are: Kangaroo and wallaby, 350,900 pieces; deer and elk, 241,147; goat skins, 7,043,039; kid, 329,780; and cabretta, 923,437 pieces. A total of 47,077 buffalo hides were reported in stock, of which 41,538 were heavy pieces. The report covers both domestic and foreign hides in raw stock and represents holdings of 1,856 concerns. There were 673 other firms who held no raw stocks or whose holdings were included in reports from central offices.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, March 27, 1919.—Latest quotations on chemical and soapmakers' supplies are as follows: 74 to 76 per cent. caustic soda, 2½@3c. per lb.; 60 per cent. caustic soda, 2½@3c. per lb.; 98 per cent. powdered caustic soda, 4@4½c. per lb.; 48 per cent. carbonate of soda, 1½@2c. per lb.; 58 per cent. carbonate of soda, 1½@2c. per lb.; talc, 1½@2c. per lb.; silex, \$20 per 2,000 lbs.

Clarified palm oil in casks, nominal, 17@18c. per lb.; yellow olive oil, \$2.15@2.25 per gal. to arrive; Cochin coconut oil, 17@17½c. per lb.; Ceylon coconut oil, 14½@15c. per lb.; cottonseed oil, \$1.55@1.58 per gal.; soya bean oil, 13@13½c. per lb.; corn oil, 17½@18c. per lb.; peanut oil, soapmakers' 5 per cent. acidity, \$1.57@1.58 per gal.

Prime city tallow (special), nominal, 10½c. per lb.; dynamite glycerine, nominal, 13@13½c. per lb.; saponified glycerine, nominal, 9@9½c. per lb.; crude soap glycerine, nominal, 7½@8c. per lb.; chemically pure glycerine, nominal, 16c. per lb.; prime packers' grease, 7½@8c. per lb.

EXPORTS OF PROVISIONS

Exports of provisions from the Atlantic and Gulf ports for the week ending March 22, 1919, with comparisons:

	Week Ended Mar. 22, 1919.	Week Ended Mar. 23, 1918.	From Mar. 22, 1919.
To—			
United Kingdom ..	.....	60	270
Continent	1,070	.....	4,611
So. & Cen. Amer.	175	.....	3,823
West Indies .....	.....	.....	6,607
Br. No. Am. Col. ....	.....	.....	4,727
Other Countries ..	27	.....	235
Total	1,272	60	20,293

	BACON AND HAMS, LBS.
United Kingdom ..	8,646,000
Continent	71,319,000
So. & Cen. Amer.	5,000
West Indies	380,000
Br. No. Am. Col. ....	.....
Other Countries ..	.....
Total	80,350,000

	LARD, LBS.
United Kingdom ..	1,597,000
Continent	23,200,000
So. & Cen. Am.	15,000
West Indies	110,000
Br. No. Am. Col. ....	.....
Other Countries ..	.....
Total	24,921,000

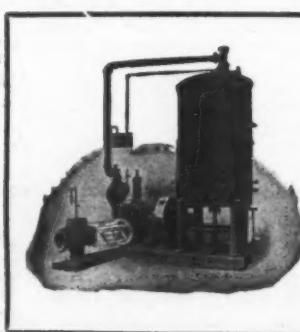
	RECAPITULATION OF THE WEEK'S EXPORTS.
Pork, lbs.	Bacon and Hams, lbs.
New York	1,097
Portland, Me.	2,315,000
Boston	3,648,000
Philadelphia	3,533,000
Baltimore	8,178,000
New Orleans	175
St. John, N. B.	2,525,000
Total week	80,350,000
Previous week ...	45,528,000
Two weeks ago	5,064
Cor. week, 1918	60
	12,677,000
	263,191,000

	COMPARATIVE SUMMARY OF EXPORTS.
From Nov. 1, '18, to Mar. 22, '19.	Same time last year. Increase.
Pork, lbs.	4,059,000
Bacon and Hams, lbs.	1,631,000
Lard, lbs.	2,428,000
696,830,000	257,320,000
263,191,000	105,101,000
	158,000,000

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LIVE STOCK MARKETS

KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, March 25.

Though cattle receipts in the past two days showed a moderate increase, the market held fully steady for beef steers, strong to higher on stockers and feeders and firm on butchers' cattle. The supply of beef steers today was fairly liberal, and though the market opened slowly there was a fairly large movement before noon, with prices 25c. lower. In some cases butcher cattle were quoted strong. A good many Colorado steers sold at \$15.50 to \$16.85. Monday, pulp fed steers from the Scottsbluff district brought up to \$18.00, a new high record price for the season. Corn fed Nebraska steers sold up to \$18.00, and Kansas and Missouri steers brought \$13.50 to \$17.50. Some 1,100-pound native cows brought \$14.50, and heifers \$15.00. Veal calves sold at \$10.00 to \$14.50.

The hog market opened strong to 15 cents higher today, top \$19.80, or the high point of the season. Packers held back and finally wiped out the advance and closed trade with some sales under Monday. The bulk of the good hogs weighing 200 pounds and better brought \$19.25 to \$19.50, and the lighter weights \$18.75 to \$19.30. A large number of ordinary 140 to 170-pound hogs brought \$18.40 to \$18.65.

Sheep prices touched the highest level of the season last Thursday, weakened some Friday, and in the past two days receded 40 to 50 cents. Today's decline was 25 to 35 cents, but even at that recession the local market was higher than other river points. Lambs today sold largely at \$19.50 to \$20.00. Some ewe lambs for breeding purposes brought \$20.00. New feeders or fat yearlings or wethers were offered.

OMAHA

(Special Letter to The National Provisioner.)

Union Stock Yards, Omaha, Mar. 25, 1919.

There are indications that the winter run of corn fed steers is largely over and with lighter receipts there has also been apparent a wider spread in the quality of the offerings. Very few strictly choice long fed steers are coming and there is a raft of light weight and warmed up stuff included in the offerings that has simply been roughed through the winter. The market has been nervous and unsettled with sharp fluctuations in prices from day to day and except on the best kinds values are 50c@\$1.00 lower than they were ten days ago. Prime beeves are quoted at \$17.75@18.75, fair to good 1,000 to 1,200-pound steers selling largely at \$15.00@17.00 and the light-weight and warmed up kind at \$13.00@15.00 and on down. There has been a surprisingly broad outlet for cows and heifers right along and choice heifery stock has sold about as high as at any time during the season. On the other hand, plain canners find a poor outlet at the lowest figures of the season. Range of prices is very wide from \$5.00@15.00, the fair to good butcher and beef kinds going largely at \$10.00@12.50. Veal calves at \$9.00@14.00 and bulls, stags, etc., at \$7.00@12.00 have been quotably strong for some time.

In the hog market the trend of value has been downward of late, although the demand

from both shippers and packers has been active and the liberal receipts have been moving freely right along. Hogs carrying weight and quality still command the top prices and underweight loads as well as rough heavy hogs are selling at the bottom of the list. With 20,000 hogs here today the market was 10@25c. lower. Tops brought \$19.10 as against \$19.25 on last Tuesday, and bulk of the trading was at \$18.50@18.90 or substantially the same as a week ago.

Sheep and lambs sold sharply higher during the early part of last week but have lost practically all of the advance and notwithstanding a very moderate offering the tone to the market this week has been rather bearish. Lambs are quoted at \$19.25@19.85, shorn lambs at \$15.00@16.50, yearlings at \$17.00@17.50, wethers at \$15.00@16.50 and ewes at \$12.00@14.50.

ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., March 25.

The cattle run this week was moderate, there being over 18,000 in the count for the week ending today. This about equals the run of the preceding week and is about 1,000 in excess of the corresponding week of last year. There was a sharp upturn in the market in the first days of the period, but beginning about last Thursday a slump set in which more than wiped out the gain before the end of the week and which leaves the market today about 50c. lower than a week ago. This tone applies more particularly on beef steers. In butcher cattle and butcher cows the decline is not quite as great as in heavy beeves. The steer top for the week is \$18.25, with the bulk of the best kinds ranging from \$13.00@15.50. In butcher cattle the best loads of steers and heifers range from \$15.00@16.25, with the bulk of the desirable kinds selling in a range of \$10.00@14.50. In quality the general offering is very plain. We are getting some cattle that may be called good but none that are choice. The better kinds are made up for the most part of short fed cattle, well under 1,200 pounds in weight. In the feeder market the tone remains about steady with the offerings light, The best we had this week cleared out of first hands up to \$14.25.

The hog run does not change much in volume. We received 83,000 for the week ending today. There are relatively few lots of strictly good hogs either in the heavy or medium class such as are in chief demand. The year's high mark was made last Wednesday when \$20.05 was paid for good heavy hogs. At this writing the market is about 25c. under the high time, but is fully steady with a week ago. Today's quotations are: Mixed and butchers, \$19.40@19.80; good heavies, \$19.75@19.80; rough, \$15.00@17.60; light, \$19.20@19.80; pigs, \$14.50@18.00; bulk, \$19.40@19.75.

The sheep house records 6,000 for the week and quality very plain. The receipts for the most part are composed of lambs and quite a few shorn lambs are amongst them. The highest price paid here this year on shorn lambs is \$17.60. They were good lambs but not choice. A fair grade of wool lambs are quoted at \$19.50, but choice wool lambs would bring up to \$20.75, if not better. Fat mutton sheep are in good demand and are quoted around \$14.00. Any sort of decent mutton sheep at the present time would bring up to \$13.00 and fat bucks from \$11.50@12.00.

MARGARINE COMBINE IN DENMARK.

The effect of the latter years of the war on the margarine industry in Denmark is well summarized by Commercial Attaché Erwin W. Thompson of Copenhagen as follows, quoting a Copenhagen paper:

"The blockade policy of the entente was a hard blow to our margarine industry. During 1918 no fats at all were imported to this country for margarine manufacture. Our agreement with America did not bring us fats, nor did the armistice. Our margarine industry now depends exclusively on domestic fats, which are very limited, the more so as our tallow has to be reserved for soap manufacture. A few factories had stocks of oil which it was important to use for foodstuffs, and which could best be utilized in combination with our tallow, a certain amount of which was placed at their disposal on condition that the margarine be reserved for the bakeries.

"The aggregate production of margarine in Denmark in 1918 was about 1,250 tons—only 10 days' consumption at the pre-war rate (as compared with 37,500 tons in 1910 and 58,800 in 1916). The Danish margarine industry, which during the last 25 years has attained a prominent position in connection with the edible oil industry, is therefore looking forward to a much needed renaissance, but this is entirely dependent upon the decisions of the entente."

In keeping with the general spirit of foreign buying and selling through cooperative associations in agriculture there is a strong tendency in manufacturing lines to combine for the purchase abroad of raw materials. It is natural that in their efforts to resurrect their former prosperity the margarine manufacturers should look to some similar plan of cooperation applied to the selling side of the industry. That they are doing so is indicated by an item appearing in the Copenhagen Politiken, as follows:

"The seven largest Danish margarine factories have been considering the formation of a trust for protection against too keen competition when the factories soon again commence to work. Besides these seven there are about 40 other factories which the trust proposes to buy, or in other ways put out of competition. The idea is to secure the imports of raw materials in large quantities, and to fix prices without competition."

"The Danish representative of the Dutch margarine factory, van der Bergh, thinks that it will not be possible to exclude foreign margarine and says that van der Bergh intends to build a factory in Denmark as soon as conditions permit, whether this trust is made or not."

The Dutch van der Bergh company already has large interests in Germany and England, and its plan to build a branch in Denmark constitutes an example of the obvious difficulties in the way of the proposed effort of the new trust to control margarine prices. In addition to the competition which must always be reckoned with abroad, and the possibility of foreign concerns building factories in Denmark, margarine prices are controlled by the price of butter.

FOREIGN COMMERCIAL EXCHANGE.

New York, March 27, 1919.—Foreign commercial exchange rates, as far as quoted, are: London—

Bankers' 60 days	4.55%
Cable transfers	4.60
Demand, sterling	4.59
Commercial, sight	4.58%
Commercial, 60 days	4.55
Commercial, 90 days	4.54

Paris—	
Commercial, 60 days	6.04
Commercial, sight	6.00
Bankers' cables	5.96
Bankers' checks	5.98

Amsterdam—

Commercial, sight	39%
Commercial, 60 days	39%
Bankers' sight	40
Bankers' cables	40%

Copenhagen—	
Bankers' sight	25.50
Bankers' cables	25.75

ICE AND REFRIGERATION

NEW CORPORATIONS.

Miami Beach, Fla.—Carl G. Fisher, A. C. Newby, J. H. McDuffee and others have incorporated the Miami Beach Electric Co., with a capital stock of \$250,000 and plan to erect an ice plant.

New York, N. Y.—The Independent Hygienic Ice Co., Inc., has been incorporated by M. Blank, G. LeRoy, 1157 Broadway, and M. Jurist, 17 West 32nd Street, New York, N. Y. Capital stock, \$500,000.

Augusta, Maine.—The Petersburg Packing Corporation, to construct and operate canning factories for salmon and other fish; catch and deal in fish and to do all things incident thereto, has been incorporated with a capital stock of \$200,000.

Pulaski, Va.—M. H. Honaker, H. G. Bradley and A. C. Honaker will incorporate a

company with a capital stock of \$10,000 to establish an ice cream factory. All incorporators are connected with the Abingdon Creamery & Ice Co., of Abingdon, Va.

Hempstead, Nassau Co., N. Y.—The Nordtrop Ice Co. has been incorporated with a capital stock of \$100,000 by T. L. Ernst, 529 West 179th Street, New York, N. Y.; F. H. Butehorn, 764 St. John's Place, and R. A. MacLean, 318 74th Street, Brooklyn, N. Y.

Beaufort, N. C.—The Chadwick Fisheries Co. has been organized with W. S. Chadwick as president and manager; James S. Cafery, vice president, and C. T. Chadwick, secretary. This company was incorporated in January with a capital stock of \$100,000.

Port Washington, N. Y.—A. E. Moore, 37 Wall Street, New York, N. Y.; F. H. Butehorn, 764 St. John's Place, and R. A. MacLean, 318 74th Street, Brooklyn, N. Y., have incorporated the Port Washington Consumers Ice Co., with a capital stock of \$70,000.

Bangor, Maine.—The Castine Bay Co. has been incorporated with a capital stock of \$50,000 by T. F. Gallagher, 20 Union Street; T. E. Gallagher, 39 Hammond Street, Bangor, and E. J. Hudon, 39 Park Street, Crono, to conduct the business of canning sardines, clams and other fish and fish products, vegetables, and deal in all kinds of canned goods.

ICE NOTES.

Batesville, Miss.—Bates Bros. will construct an ice plant at this point.

Baltimore, Md.—The building of a new ice plant at this place is contemplated by Armour & Company.

Columbia, S. C.—Refrigerating plant will be installed by the Columbia Hospital; W. Julian Clark, Supt.

Baton Rouge, La.—It is reported that a brick building to cost \$6,000 will be erected by Swift & Company.

Durham, N. C.—The Durham Hosiery Mills have let a contract for the erection of an ice plant at Carrboro, N. C.

San Antonio, Texas.—The capital stock of the City Ice & Fuel Company has been increased from \$60,000 to \$85,000.

Washington, D. C.—Contract has been let by the Fussel-Young Ice Cream Co. to construct a reinforced concrete, electric-driven ice making and ice cream plant. Cost \$100,000. Ford E. Young, manager, 1310 Wise Avenue.

SWIFT PLANS ARGENTINE GROWTH.

On his way to South America, as announced in the last issue of The National Provisioner, Charles H. Swift was interviewed at Panama and reported in press dispatches as stating that Swift interests in the Argentine were to be extensively enlarged. Adequate meat supplies for the world, he said, depended largely on the development of South American resources.

An Unbiased Opinion

No matter how large nor how small the problem confronting you in connection with your Refrigerating requirements, our entire Organization is on the job to help you.

Sound advice in the beginning has saved many a firm and individual both time and money. We often learn something ourselves thru these consultations, so we are always glad to help. With our complete line of Ice-Making and Refrigerating Machinery, we are unbiased in our opinions. We fit the plant to your local conditions. We want every York Plant to stay sold and sell another.

List of customers, booklet, catalog, or information of any kind on the subject of Mechanical Refrigeration is yours for the asking without cost or obligation on your part.

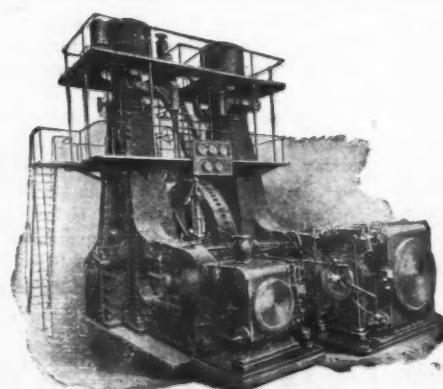
Write us about your requirements and your inquiry will be referred to our branch in your territory. The close personal touch is the best way to start any negotiation.

York Manufacturing Co.

(Ice-Making and Refrigerating Machinery exclusively)

YORK, PA.

**LARD PAILS
OF
SUPERIOR QUALITY
AT
REASONABLE PRICES
FOR
PROMPT SHIPMENT**
**JOHNSON-MORSE CAN COMPANY
WHEELING, WEST VA.**



WHY not operate your Plant with the highest efficiency and economy.

Write us advising what you have been doing and what additions you have contemplated.

Our Engineering corps will advise you impartially the best type of plant for you to install and what you will need to reach the highest efficiency and lowest costs.

Get our New Fitting Catalog

Frick Company
WAYNESBORO, PA. U. S. A.
ICE MACHINERY SUPERIOR SINCE 1862

New York, N. Y.	Philadelphia, Pa.	Baltimore, Md.
Pittsburgh, Pa.	Atlanta, Ga.	Los Angeles, Cal.
Dallas, Texas	St. Louis, Mo.	



PURITY IS ESSENTIAL IN AMMONIA

For Refrigerating and Ice Making. Because nothing will reduce the profits of your plant so surely as Ammonia laden with organic impurities.

BOWER BRAND ANHYDROUS AMMONIA

is made from pure Aqua Ammonia of our own production, thoroughly refined and purified. Send for Free Book and Calendar.

Henry Bower Chemical Manufacturing Co., 29th Street and Gray's Ferry Road, PHILADELPHIA, PA.

SPECIFY BOWER BRAND ANHYDROUS AMMONIA which can be obtained from the following:

Atlanta—M. & M. Warehouse Co.	Jacksonville—St. Elmo W. Acosta.	Philadelphia—Henry Bower Chemical Mfg. Co.
Baltimore—Wernig Moving, Hauling & Storage Co., 100 W. Lombard St.	Liverpool—Peter R. McQuie & Son.	Pittsburgh—Pennsylvania Transfer Co.,
Boston—G. W. Goerner, 40 Central St.	Mexico, D. F.—Ernst O. Heinendorf.	Duquesne Freight Station; Pennsylvania
Buffalo—Heilriegel Scale & Supply Co.; Key-stone Warehouse Co.	Newark—American Oil & Supply Co.	Brewers Supply Co., Union Arcade Bldg.
Cincinnati—Pan Handle Storage Warehouse.	New Orleans—United Warehouse Co., Ltd.	Providence—Rhode Island Warehouse Co.;
Cleveland—General Cartage & Storage Co.	C. Ben Thompson, 633 North St.	Edwin Knowles.
Detroit—Brennan Truck & Storage Co.; New-man Bros., Inc., 1147 Cass Ave.	New York City—Roessler & Hasslacher Chemical Co., 100 William St.	Richmond—Bowman Transfer & Storage Co.
Havana—South Atlantic Commercial Co., Successors to Lindner & Hartman.	Norfolk—Henry Bower Chemical Mfg. Co.	Rochester—Rochester Carting Co.
	Agency, First and Front Sts.	Savannah—Benton Transfer Co.
		Toledo—Moreton Truck & Storage Co.
		Washington—Littlefield, Alvord & Co.

WHY NOT INSTALL A CHICAGO METAL RING HOG DEHAIRER

CAPACITY 50 TO 600 HOGS PER HOUR
AND

SAVE THE EXPENSE OF BEATER BELTS

THERE IS NO ARGUMENT

Redfield Mechanical Company

327 SO. LA SALLE STREET

CHICAGO

EXPERIENCE—CLOSE STUDY—EVER-PRESENT

CONSCIENTIOUS DESIRE TO EXCEL—all factors of proven value—account for our today's pleasant prestige and warrant the statement that in THE LARGEST AND MOST MODERN PLANT IN THE WORLD, building Insulated DOORS and allied products exclusively, we are producing what we know to be THE BEST INVESTMENT FOR THE USER, and

The Universally Recognized World's Standard Doors

GREENWALD PACKING Co.,
Baltimore, Md.

"Jones' Doors were installed when plant was built, over 12 years ago, and have had absolutely no trouble with them."

THE HARRIS ABATTOIR Co., Ltd.,
Canada.

"Our Coolers and Freezers are mostly equipped with your doors. In fact we adopted it as Standard throughout our plant, as we find them substantially made and the insulation perfect. We also find the Hardware stands up better than on any other door we have seen or tried."

THE WASHINGTON MARKET,
Washington, D. C.

"The doors supplied by you, in use at both plants, have been in every way satisfactory, and we think the Jamison door is the best on the market."



OSCAR MAYER & BRO., Chicago, Ill.
"Practically our entire plant is now equipped with your doors and we are very glad that this is the case. Your equipment has always given us good satisfaction."

LOUISVILLE SOAP Co., Louisville, Ky.
"Coolers at one of our plants are equipped with your doors, which have given us such satisfaction, which we wish to improve the doors at our old plant. We would not be warranted in throwing out the doors but would like the type hardware you supply."

GALVESTON ICE & C. S. Co.,
Galveston, Texas.

"The 27 or more doors furnished us when our plant was erected in 1913 have given perfect satisfaction in every particular. Material and workmanship in your doors come up to most severe tests."

"JAMISON" original "Jones" and "Noequal" Types of Doors

Realizing the importance of efficient refrigeration and preservation of Foodstuffs it has been strongly impressed upon our entire organization, whose services, together with our modern facilities, are being constantly utilized to capacity in most judicious handling of the large volume of business we are being favored with. Investigation will disclose the importance of your insisting upon a "JAMISON" Original "Jones" or "Noequal" Type of DOOR—Catalog upon request.

JAMISON COLD STORAGE DOOR CO.

Formerly JONES COLD STORAGE DOOR CO.

P. O. Box 39, HAGERSTOWN, MD., U. S. A.

Established 1868

S. OPPENHEIMER & CO.

2700-2706 Wabash Avenue
Chicago, Ill.

96-100 Pearl Street
New York, N. Y.

London, Eng. Wellington, N. Z.

**IMPORTED SHEEP CASINGS
WATER SELECTED HOG CASINGS
SPECIALLY GRADED HOG BUNGS
FIRST QUALITY BEEF ROUNDS
PRIME BEEF MIDDLE
BEST BEEF BUNGS
WEASANDS--BLADDERS
HOG STOMACHS
HOG MIDDLE**

**Strictly pure Whole, Ground and Mixed Spices
Complete line of Sausage making machinery of all kinds
Government standard Refined Nitrate of Soda**

**WRITE, WIRE OR PHONE YOUR ORDERS
WE SELL ONLY FIRST QUALITY GOODS
EVERY ARTICLE FULLY GUARANTEED**

Used Refrigerating Machines For Sale

We have on hand ready for immediate delivery the following equipment:

NUMBER	DAILY CAPACITY	MAKER'S NAME	DESCRIPTION
2	2	Brunswick	Vertical Belt Drive
1	10	York	6½ x 6½ Vertical Steam
1	15	Remington	Steam
1	18	Remington	7¼ x 12 Steam
1	20	Remington	5 x 9—4 Cylinder Steam
1	24	Carbondale	Steam
1	30	Frick	10½ x 15 x 15 Vertical S. A. Steam
2	30	Frick	10½ x 15 Chain Drive Electric
28	58½	Frick	13½ x 20 x 20 Steam
3	81.7	Frick	15 x 22 x 24 Steam
8	90	York	14 x 20 x 21 Steam
1	20	Frick	Ice Freezing Tank complete with cans, coils, etc.

Boiler Bargains

Extraordinary opportunity. Good boilers at the right price. Have been used 6 months to 3 years but all in excellent condition.

Sterlings	253 H. P.
	352 H. P.
	512 H. P.
Edgemores	600 H. P.
	813 H. P.

We are prepared to supply complete boiler plants, including pumps, piping, breaching, stacks, etc.

Note:—We are compiling an extensive list of machinery, electrical apparatus, mechanical supplies, tools and structural material of all kinds which we have for sale. If you desire to receive this list, when printed, please file with us your name and address.

Du Pont Chemical Company

Incorporated

Sales Department

Wilmington, Delaware

Chicago Section

"Still waters run deep." There is nothing turbulent or garrulous about Glenn Evans, noticeably.

Hark! The hoofbeats on the sand dunes of Indiana—near Gary—listens like the "passing of the soul" of the Democratic party in national politics.

Rapid-fire repartee.—Time, 5 p. x. Place, Loop "L" platform. He: "Lo, cutie! You look good enough to eat!" The girl: "I do! Cootie!!!"

Swift & Company's sales of beef in Chicago for the week ending Saturday, March 22, 1919, averaged as follows: Domestic beef, 19.41 cents per pound.

"From whence came thou?" said the voice. "Oh, the Black Forest!" said Joe, and added, "but the nearest I can get to it now is the banks of Harding's Moselle." Great is Joe!

Men who have made good—and then some—in the packing business. Here's a few of 'em, and there are others: James S. Agar, Barney Brennan, Jonas Pfaelzer, Pat Brennan, Ralph Decker, Frank Sullivan, Max Guggenheim, et al. Which goes to prove, etc., etc., etc.

The nation just now would seem as if it didn't know its own mind; it would appear as if it were "by schisms rent asunder by

heresies distrest." Anyhow, as some deep thinker onct sed: "Water thrown off'n the back stoop will find its own level." Some think, eh!

Soon this touching little ditty will have no foundation in fact: "We are two bums, and jolly old chums, we live like royal Turks! Pawn our shoes to get the booze, and to heck with the man who works!" The latest printed news is that Oak Park has stowed away \$500,000 worth of booze.

It's nice to get up in the morning, At the break of a murky day, And meet the vilest kind of a smell The minute you're out of the hay. You wonder what the? where the? why? You think you're being gassed Shucks! They're taking off the tank-heads, And a whiff of it just went past!

Charles Burgoyne Martin, acting and active grandfather of Sterne & Son Co., by right of age and experience, was trained by and has trained with the best of them—such men as Geo. M. Sterne, Chas. T. Northrop, such concerns as the Globe Refining Co., Morris & Co., and so on. Charley has the Sterne heart and the Martin shrewdness, in equipoise, so to speak. Got to know him to appreciate him, and it is worth while getting acquainted.

R. M. Shearer, formerly manager of the Indianapolis plant of Armour and Company, has assumed the management of the Denver plant of Armour and Company, the Colorado Packing and Provision Co., succeeding the late Charles A. Gebhard, who died recently of pneumonia following an at-

tack of influenza. Shearer was born in Greensburg, Penna., and started to work for Armour and Company in that branch as a salesman. From Greensburg he went to Washington and then to Pittsburgh, where he had charge of the pork department for three years. Later he served as manager in various cities, including seven years in Detroit, two years in New York, with the Cortland Beef Company, and two years in Indianapolis.

C. H. McDowell, director of the Chemicals Division of the War Industries Board during the war, and President of Armour Fertilizer Works for many years, has been chosen to act in an advisory capacity to Bernard Baruch on the American Commission negotiating peace in Paris. Mr. McDowell, who is en route to Paris, where headquarters will be established, will work on the economic and after-the-war phases of the chemical and raw material problems. He is well known in chemical, agricultural and business circles throughout the country, has had a vast experience in chemical lines, and will prove a valuable aid to the committee. The work in Paris, Mr. McDowell said, would be with the raw material side of the chemical problems of reconstruction, including dyes, ferro alloys, potash and agricultural chemicals, from a commercial and economic view-point. Mr. McDowell will be accompanied by Donald Riley, former Lieutenant Commander in the United States Navy, who had charge of the procurement of chemicals and explosives for the navy during the war. Mr. Riley is a son of Harrison B. Riley, president of the Chicago Title and Trust Company. Mr. McDowell has been with Armour & Company for thirty-two years, starting as a secretary to Philip D. Armour.

John Agar Co.
Union Stock Yards CHICAGO, ILL.
Packers and Commission Slaughterers
Beef, Pork and Mutton
Members of the American Meat Packers' Association

THE STADLER ENGINEERING CO.
ARCHITECTS AND ENGINEERS
Specialties:
PACKING HOUSES, ABATTOIRS, GARBAGE REDUCTION PLANTS and COLD STORAGE WAREHOUSES.
327 So. La Salle St. Chicago, Ill.

H. C. GARDNER F. A. LINDBERG
GARDNER & LINDBERG
ENGINEERS
Mechanical, Electrical, Architectural
SPECIALTIES: Packing Plants, Cold Storage, Manufacturing Plants, Power Installations, Investigations
1134 Marquette Bldg. CHICAGO

PACKERS ARCHITECTURAL & ENGINEERING CO.
WILLIAM H. KNEHANS, Chief Engineer
ABATTOIR PACKING AND COLD STORAGE PLANTS
Manhattan Building, Chicago, Ill.
Cable Address, Pacapco

LEON DASHEW
Counselor At Law

320 Broadway New York
phones: Worth 2014-5.

References:

Armour & Company The Cudahy Packing Co.	Joseph Stern & Sons, Inc.
Rosebrook Butter & Egg Co., Inc.	Manhattan Veal & Mutton Co.
New York Butchers Dressed Meat Co.	United Dressed Beef Co.

H. P. Henschien R. J. McLaren
HENSCHIEN & McLAREN
Architects
Old Colony Bldg. Chicago, Ill.
PACKING PLANTS AND COLD STORAGE CONSTRUCTION.

**INSULATION
MUST BE GOOD TO OBTAIN
SATISFACTORY RESULTS**

"AND YOU CAN'T BEAT CORK!" THAS A FACK—BRACK an MACK
OUR BOOKLET WILL INTEREST YOU. WRITE US

THE UNION INSULATING CO. Great Northern Building CHICAGO

ANHYDROUS SUPREME AMMONIA

“EVERY OUNCE ENERGIZES”

NH₃

Used by most of the leading packers throughout the United States.

SUPREME means pure, dry, highest quality anhydrous ammonia.

Less power and less coal = less expense.

Better refrigeration and more satisfaction = greater efficiency.

MURRIS & COMPANY
Chicago, Union Stock Yards

Established 1877
W. G. PRESS & CO.
175 W. Jackson Blv'd, Chicago
PORK, LARD, SHORTRIBS
For Future Delivery
GRAIN Correspondence Solicited STOCKS

The Independent Packing Co.
41st & Halsted Sts., Chicago, Ill.
Beef, Veal, Mutton and Pork,
Finest and Select Brand
HAMS AND BACON,
SAUSAGE SPECIALTIES,
BOILED HAMS,
Forget-Me-Not **PURE LARD**
Your Orders Solicited

CHICAGO PACKING COMPANY
Beef and Pork Packers
Boneless Beef Cuts
Sausage Materials
Commission Slaughterers
U. S. GOVERNMENT INSPECTION
Correspondence Solicited
UNION STOCK YARDS
CHICAGO

Thomson & Taylor Spice Company
Recleaned Whole and Ground
Spices for Meat Packers

CHICAGO

ILLINOIS

BONE CRUSHERS



WILLIAMS

Williams Bone Crushers and Grinders are not alone suitable for grinding bone for fertilizer purposes, they are also suitable for crushing bone for glue and case hardening purposes. Every packer having to dispose of his bone whether Green, Raw, or Junk and Steamed bone, will do well to get in touch with Williams.

Williams machines are also suitable for Tankage, Cracklings, Beef Scrap, Oyster and Clam Shells, and any other material found around the packing plant requiring crushing or grinding.

Send for catalog No. 9

THE WILLIAMS PAT. CRUSHER & PULVERIZER CO.

General Sales Dept., Old Colony Bldg.

CHICAGO

67 Second St.

SAN FRANCISCO

Watch Our “Want and for Sale” Page for Business Chances

CHICAGO LIVE STOCK

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Saturday, Mar. 15...	1,212	349	7,563	398
Monday, Mar. 17...	16,333	1,985	40,821	17,110
Tuesday, Mar. 18...	14,416	5,706	22,494	10,819
Wednesday, Mar. 19...	7,867	2,322	17,533	9,211
Thursday, Mar. 20...	14,561	5,171	32,909	13,507
Friday, Mar. 21...	3,703	1,007	31,110	6,579
Saturday, Mar. 22...	1,146	201	10,186	1,931

Total for week...	58,086	16,392	155,023	59,157
Previous week...	47,983	17,259	167,990	63,210
Year ago...	82,160	20,356	243,767	54,581
Two years ago...	35,021	11,760	109,399	76,338

SHIPMENTS.

Monday, Mar. 3...	2,983	1	5,446	2,563
Tuesday, Mar. 18...	3,133	52	5,880	1,890
Wednesday, Mar. 19...	3,729	121	5,258	769
Thursday, Mar. 20...	3,777	51	5,738	2,199
Friday, Mar. 21...	3,492	67	6,025	3,645
Saturday, Mar. 22...	526	...	3,586	829

Total last week...	17,640	602	32,533	11,595
Previous week...	17,053	561	38,514	20,047
Year ago...	22,604	857	56,100	11,390
Two years ago...	9,757	27	33,201	15,107

TOTAL RECEIPTS FOR YEAR TO MARCH 22.

	1919.	1918.
Cattle	704,400	777,911
Hogs	2,560,004	2,301,899
Sheep	903,836	711,682

Combined receipts of hogs at eleven points:

Total this week...	573,000
Previous week...	618,000
Cor. week, 1918...	802,000
Cor. week, 1917...	390,000
Cor. week, 1916...	540,000
Cor. week, 1915...	489,000
Cor. week, 1914...	424,000
Total year to date...	9,035,000
Same period, 1918...	8,587,000
Same period, 1917...	7,896,000
Same period, 1916...	8,603,000
Same period, 1915...	7,799,000
Same period, 1914...	6,173,000

Combined receipts at seven points for week ending

March 22, 1919, with comparisons:

Cattle.	Hogs.	Sheep.
This week	174,000	407,000
Previous week	175,000	528,000
1918	232,000	689,000
1917	121,000	334,000
1916	132,000	458,000
1915	109,000	397,000

TOTALS FOR YEAR WITH COMPARISONS.

Cattle.	Hogs.	Sheep.
1919	2,470,000	7,616,000
1918	2,422,000	6,958,000
1917	1,987,000	6,740,000
1916	1,744,000	7,378,000
1915	1,434,000	5,846,000

CHICAGO PACKERS HOG SLAUGHTER.

Armour & Co.	24,700
Anglo-Amer.	4,000
Swift & Co.	16,800
Hammond Co.	9,300
Morris & Co.	10,200
Wilson & Co.	7,600
Boyd-Lunham	7,200
Western Packing Co.	5,000
Roberts & Oake	4,300
Miller & Hart	5,400
Independent Packing Co.	6,300
Brennan Packing Co.	12,400
Others	12,400

Totals

Previous week

Year ago

WEEKLY AVERAGE PRICE OF LIVE STOCK.

Cattle.	Hogs.	Sheep.
This week	\$16.10	\$19.50
Previous week	16.20	19.15
Cor. week, 1918	13.00	17.40
Cor. week, 1917	11.50	15.00
Cor. week, 1916	9.95	9.65
Cor. week, 1915	7.65	6.70
Cor. week, 1914	8.35	8.70
Cor. week, 1913	8.15	9.20
Cor. week, 1912	7.30	7.71

CATTLE.

Choice to prime steers...

Good to medium steers...

Medium to good steers...

\$19.00@20.25

18.00@19.25

15.00@18.25

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CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

Prime native steers	27	@28
Good native steers	24	@25
Native steers, medium	20	@22
Heifers, good	19	@21
Cows	14	@17
Hind Quarters, choice	14	@33
Fore Quarters, choice	14	@21

Beef Cuts.

Beef Tenderloins, No. 1	48	@48
Beef Tenderloins, No. 2	45	@45
Steer Loins, No. 1	50	@50
Steer Loins, No. 2	43	@43
Steer Short Loins, No. 1	69 1/2	@60 1/2
Steer Short Loins, No. 2	60 1/2	@52
Steer Loin Ends (hips)	32	@30
Steer Loin Ends, No. 2	30	@25
Cow Short Loins	26	@38 1/2
Cow Loin Ends (hips)	25	@25
Cow Loins	19	@20
Sirloin Butts, No. 3	35	@20
Strip Loins, No. 3	40	@40
Steer Ribs, No. 1	34	@34
Cow Ribs, No. 1	25	@22
Cow Ribs, No. 2	17	@17
Ribs	27	@25
Steer Rounds, No.	25	@24
Steer Rounds, No. 2	21	@17
Cow Rounds	17	@17
Flank Steak	30	@17
Rump Butts	17	@21
Steer Chuck, No. 1	19	@20
Cow Chuck	14 1/2	@14 1/2
Boneless Chuck	19	@18 1/2
Steer Plates	17	@17
Medium Plates	20	@17
Briskets, No. 1	20	@17
Briskets, No. 2	17	@17
Shoulder Clods	24	@24
Steer Naval Ends	18 1/2	@18 1/2
Cow Naval Ends	15 1/2	@10
Fore Shanks	10	@8 1/2
Hind Shanks	20	@17
Hanging Tenderloins	17	@17
Trimmings	—	—

Beef Product.

Brains, per lb.	8 1/2	@10
Hearts	8	@9
Tongues	19	@24
Sweetbreads	31 1/2	@33
Ox Tail, per lb.	7	@10 1/2
Fresh tripe, plain	9	@10
Fresh Tripe, H. C.	6	@8
Livers	6	@8
Kidneys, per lb.	6 1/2	@7

Veal.

Heavy Carcass	15	@18
Light Carcass	18	@20
Good Carcass	21	@25
Good Saddles	28	@30
Medium Racks	12	@12
Good Racks	20	@20

Veal Product.

Brains, each	7 1/2	@10
Sweetbreads	33	@40
Calf Livers	25 1/2	@32

Lamb.

Medium Lamb	32	@32
Round Dressed Lamb	33	@33
Saddles, Medium	34	@34
R. D. Lamb Fore.	30	@29
Lamb Fore, Medium	29	@29
R. D. Lamb Saddles	35	@35
Lamb Pries, per lb.	20	@20
Lamb Tongues, each	4	@4
Lamb Kidneys, per lb.	25	@25

Mutton.

Medium Sheep	25	@25
Good Sheep	27	@27
Medium Saddles	26	@26
Good Saddles	30	@28
Good Fore.	22	@22
Medium Racks	20	@20
Mutton Legs	27	@27
Mutton Loins	30	@28
Mutton Stew	16	@16
Sheep Tongues, each	4	@4
Sheep Heads, each	11 1/2	@12

Fresh Pork, Etc.

Dressed Hogs	24	@24
Pork Loins	30	@29
Leaf Lard	29	@45
Tenderloins	19	@26 1/2
Spare Ribs	26	@17
Butts	23	@23
Hocks	17	@23
Trimmings	23	@28
Extra Lean Trimmings	12	@12
Tails	12	@8
Snoats	6	@6
Pigs' Feet	13 1/2	@13 1/2
Pigs' Heads	9	@9
Blade Bones	16	@16
Blade Meat	14	@14
Cheek Meat	14	@14
Hog Livers, per lb.	4	@4 1/2
Neck Bones	5 1/2	@24
Skinned Shoulders	24	@24
Pork Hearts	8 1/2	@8 1/2
Pork Kidneys, per lb.	7 1/2	@7 1/2
Pork Tongues	20	@20
Slip Bones	9	@9
Tail Bones	9	@9
Brains	10	@10
Backfat	24	@32 1/2
Hams	24	@24
Calas	24	@24
Bellies	40	@40

THE NATIONAL PROVISIONER

SAUSAGE.

Columbia Cloth Bologna	17 1/2
Bologna, large, long, round, in casings	17
Choice Bologna	16 1/2
Frankfurters	22
Liver, with beef and pork	17
Tongue and blood	22 1/2
Minced Sausage	18 1/2
New England Style Luncheon Sausage	20 1/2
Prepared Luncheon Sausage	21
Special Compressed Sausage	21 1/2
Liberty Luncheon Sausage (Berliner)	20
Oxford Lean Butts	22
Polish Sausage	19 1/2
Garlic Sausage	19 1/2
Country Smoked Sausage	19 1/2
Country Sausage, fresh	19 1/2
Pork Sausage, bulk or link	23 1/2
Pork Sausage, short link	19
Boneless lean butts in casings	49
Luncheon Roll	21 1/2
Delicatessen Roll	20

Summer Sausage.

D'Arles, new goods	39
Beef casing salami	43
Italian salami (new goods)	30
Holsteiner	31
Metwurst	34
Farmer	45
Cervelat, new	—
Bologna, kits	1.95
Bologna, 1/2 lb.	20 1/2
Pork, link, kits	2.55
Pork, links, 1/2 lb.	2.50
Polish sausage, kits	1.50
Frankfurts, kits	2.30
Blood sausage, kits	1.65
Blood sausage, 1/2 lb.	2.00
Liver sausage, kits	1.80
Liver sausage, 1/2 lb.	2.00
Head cheese, kits	1.90
Head cheese, 1/2 lb.	10.85

SAUSAGE IN BRINE.

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CANNED MEATS.

Corned and roast beef, No. 1/2	Per doz.
Corned and roast beef, No. 1	4.25
Corned and roast beef, No. 2	8.25
Corned and roast beef, No. 6	32.00
Corned beef hash, No. 1/2	—
Corned beef hash, No. 1	—
Hamburger steak and onions, No. 1/2	2.00
Hamburger steak and onions, No. 1	3.85
Vienna Sausage, No. 1/2	—
Vienna Sausage, No. 1	—
EXTRACT OF BEEF.	Per doz.
2-oz. jars, 1 doz. in case	\$3.50
4-oz. jars, 1 doz. in case	6.75
8-oz. jars, 1/2 doz. in case	12.00
16-oz. jars, 1/2 doz. in case	21.00
BARRELED BEEF AND PORK.	Per doz.
Extra Plate Beef, 200-lb. barrels	45.50
Plate Beef	44.50
Prime Mess Beef	42.00
Mess Beef	41.00
Beef Hams (220 lbs. to bbl.)	—
Rump Butts	42.00
Mess Pork	49.00
Clear Fat Backs	52.50
Family Back Pork	35.50
Bean Pork	—
LARD.	Per doz.
Pure lard, kettle rendered, per lb., tcs.	20 1/2%
Pure lard	29 1/2%
Lard, substitute, tcs.	24 1/2%
Lard compounds	24 1/2%
Cooking oil, per gal., in barrels	22 1/2%
Cooks' and bakers' shortening tubs	29 1/2%
Barrels, 1/4 c. over tapers, half barrels, 1/4 c. over tapers; tubs and pails, 10 to 80 lbs., 1/4 c. over tapers.	20 1/2%

LARD.

Pure lard, kettle rendered, per lb., tcs.	20 1/2%
Pure lard	29 1/2%
Lard, substitute, tcs.	24 1/2%
Lard compounds	24 1/2%
Cooking oil, per gal., in barrels	22 1/2%
Cooks' and bakers' shortening tubs	29 1/2%
Barrels, 1/4 c. over tapers, half barrels, 1/4 c. over tapers; tubs and pails, 10 to 80 lbs., 1/4 c. over tapers.	20 1/2%
DRY SALT MEATS.	Per doz. (Laces are 1/4 c. less.)
Clear Bellies, 14@16 avg.	32.50
Clear Bellies, 18@20 avg.	32.00
Rib Bellies, 20@25 avg.	31.50
Fat Backs, 10@12 avg.	26.25
Fat Backs, 12@14 avg.	26.50
Fat Backs, 14@16 avg.	27.25
Extra Short Clears.	29.00
Extra Short Ribs.	28.75
Butts	21.00
WHOLESALE SMOKED MEATS.	Per doz.
Skinned Hams	36
Calas, 4@6 lbs., avg.	26 1/2%
Calas, 6@12 lbs., avg.	25 1/2%
New York Shoulders, 8@12 lbs., avg.	28 1/2%
Breakfast Bacon, fancy	49 1/2
Dried Beef Sets	40 1/2
Wide, 12@14 avg., and strip, 8@7 avg.	37 1/2
Wide, 5@6 avg., and strip, 3@4 avg.	37 1/2
Rib Bacon, wide, 8@12 avg., and strip, 4@6 avg.	40 1/2
Dried Beef Inside	36
Dried Beef Knuckles	42 1/2%
Dried Beef Outsides	40 1/2%

Skinned Boiled Hams	@47
Regular Boiled Hams	46
Boled Calas	33
Cooked Loin Rolls	46
Cooked Rolled Shoulder	33

SAUSAGE CASINGS.

J. O. B. CHICAGO.	@14
Beef rounds, per set	20
Beef export rounds	38
Beef middles, per set	16
Beef bungs, per piece	8 1/2
Beef bladders, medium	95
Hog casings, free of salt, regular	47
Hog casings, f. o. s., extra narrow	160
Hog middles, per set	21
Hog bungs export	15
Hog bungs, large	15
Hog bungs, medium	11
Hog bungs, narrow	7
Hog stomachs, per piece	10
Imported wide sheep casings	*
Imported medium wide sheep casings	*
Imported medium sheep casings	*

*Owing to unsettled war conditions reliable sheep casing quotations cannot be given.

FERTILIZERS.

Dried blood, per unit	4.60@ 4.70
Hoof meal, per unit	3.90@ 4.00
Concentrated tankage, ground	4.00@ 4.25
Ground tankage, 11%	4.30@ 4.40
Ground tankage, 9 and 20%	4.00@ 4.25
Crushed tankage, 9 and 20%	3.00@ 4.00
Ground tankage, 6 1/2 and 30%	35.00@ 37.50
Ground raw bone, per ton	35.00@36.00
Ground steam bone, per ton	28.00@30.00

HORNS, HOOFs AND BONES.

Horns, No. 1, per ton	200.00@210.00

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Retail Section

PRACTICAL TALKS WITH SHOP BUTCHERS

Experience of One Man Who Tried to be His Own Lawyer

By Elton J. Buckley.

Whenever I get hold of a particularly good case which will serve as an illustration of the truth of that old proverb, "A man who is his own lawyer has a fool for a client," I like to present it here, asking the readers hereof to believe me when I say that I am not in the business of dragging business men to lawyers to have things done for them which they can do as well for themselves. My sole object is to warn business men to go to lawyers for assistance in matters which they cannot safely do for themselves at all.

This is the true story of a retail merchant who attempted to sell his business without a lawyer, and who was extricated from the tangle he had involved himself in with great difficulty and some loss. Extricated, I may say, by the lawyer who would have safely kept him out of it had he been engaged in time.

This man had a good business, but was not of good education, and what he did not know about business law would have filled a large library.

First he and his buyer got together on terms. Both agreed that the deal could be put through without a lawyer, but after the terms were settled, the buyer induced the seller to go with him to a notary public of the buyer's selection. The notary public was not a lawyer, but he had had legal training, and he drew up the agreement that followed, entirely in the buyer's interest. It was signed by the seller without having been passed on by anybody in his interest.

First Mistake the Seller Made.

The seller's first mistake was in agreeing to sell a business which, as it later developed, belonged partly to his wife, without thinking it necessary to get her written consent. As it happened, she had been willing to sell at first, but after the agreement was signed she changed her mind, after the manner of women, leaving the seller in the position of having agreed to sell something he could not deliver, and being liable for damages for failure to deliver.

The seller's next mistake was in absolutely binding himself in the agreement to get the landlord's consent to the transfer of the lease. He understood the agreement to read that the transfer was *subject* to the landlord's consent, but the notary public had bound him tightly to get the landlord's consent, and when he tried to get it, he failed. The landlord refused to give it.

The seller was thus bound for the second time to deliver something which he could not deliver, being liable here, too, for damages for failure.

The seller asked for a deposit on account of the purchase price, which was paid. The notary, however, raised this point: "You have security that we will keep our part of the contract, Mr. Seller, but we have none that you will keep yours. We think you

ought to give us a note for a certain amount so we will be protected, too." The seller had no answer for that and agreed to give a note *for a sum greater than had been paid him on account*. The agreement was that he should give a promissory note, which would have been bad enough, but they handed him a judgment note, which he signed without noticing the difference.

The worst difficulty arose over a clause in the agreement which he also missed. One part of the agreement provided, as he understood it, that settlement for the business in full should be made on the day after stock-taking was completed.

But in another part of the agreement—the controlling part—it was provided that the buyer should have about ten months to pay for the stock, which constituted the bulk of the purchase. When this was discovered and pointed out by the lawyer whom the seller tardily engaged, the buyer and his notary declared it was a mistake, but the extreme care which had been taken to get it in the agreement, just so, showed clearly what it was.

Went to a Lawyer When Too Late.

Finally, the seller discovered the mess in which his own ignorance and helplessness had involved him, and then consulted an attorney. He was told that he had enmeshed himself in so many legal complications that it would be impossible to extricate him without some loss.

As a first step, he was advised to repudiate the agreement on the ground of fraud, which was done. At once the buyer entered up of record the judgment note which the seller had ignorantly signed, and which at

once became a lien against his property. He moreover threatened to at once send the sheriff to levy on both real and personal property, which he had a clear right to do under the recorded judgment note. To avoid this required quick acting and expensive court proceedings.

In the end, to make a long story short, the seller's attorney was able to make a better settlement than his client had any right to expect, but which still cost him something by way of damages.

I have attempted to point out the pitfalls in which this retailer was led, so clearly that every reader hereof can instantly see that the employment of a lawyer in the beginning could have avoided every one. This particular man was apparently much less able to look after himself than the average, but I have seen big business men of wide training and education make about as glaring errors in legal transactions.

(Copyright, 1919, by Elton J. Buckley.)

LOCAL AND PERSONAL.

Stephen Rukavina will open a meat and grocery market in DeKalb, Illinois.

A new meat market has been opened at 393 Forrest Street, Jacksonville, Florida, by G. H. Willis.

The new Market House at Front and Market Streets, Youngstown, Ohio, has been opened and Morris and John Steinberg will have charge of the meat department.

James J. Crean, retired meat and grocery dealer, died at his home, 128 Waldo Street, Holyoke, Mass., after a long illness.

A public market has been opened at W330 Riverside Avenue, Spokane, Wash.

T. L. Leatherwood, a butcher on East Ninth Street, Chattanooga, Tenn., died from heart failure.

The Ukrainian Company, Terryville, Conn., has been incorporated with a capital stock of \$25,000 to engage in the meat, grocery, provision trade, etc.

Joseph Romig, formerly a butcher of Reading, Pa., died suddenly from apoplexy.

Charles Green, who has operated a meat market on Ash Street, Canton, Ill., will move to 35 South Main Street.

The meat market conducted by Fetterolf & Schreffer in the Rohrheimer Building on Sunbury Street, Shamokin, Pa., has been burglarized.

Fire slightly damaged the meat market of Louis Cohen at 71 Marlboro Street, Keene, N. H.

The capital stock of the Co-operative Meat Market Co., Wild Rose, Wisc., has been increased from \$2,500 to \$5,000.

Ernest Berlineke will open a meat market at 201 Burnet Street, New Brunswick, N. J.

A meat market will be opened at 2904 West Third Street, Duluth, Minn., by Christianson & Company.

Anton Simunaci will open a meat market at Atlantic, Iowa.

Chas. A. Nelson opened a meat market at Greenbush, Minn.

Henry Wilkens bought the New Salem Meat Market in New Salem, N. D.

Krietzman & Grossman will open a meat business at Wichek, N. D.

Mr. Hart has sold his interest in the meat business at Sharon, Wis., and the firm name has been changed from Hart & Ladd to Ladd & Yeoman.

The meat firm of Lauer & Kleiber at Plymouth, Wis., has been dissolved; Mr. Lauer continuing alone.

(Continued on page 42.)

Do You Know

That War-Savings Stamps pay 4 percent compound interest?

That W. S. C. cost \$4.12 in January and one cent more each succeeding month of the year, reaching their highest price, \$4.23, in December?

That the 1919 W. S. S., known as the Franklin Issue, will be redeemed by the Government on January 1, 1924, for five dollars?

That the 1918 W. S. S. will be redeemed by the Government on January 1, 1923, for five dollars?

That W. S. S. of either issue, if necessary, may be redeemed for value to date, as indicated on the W. S. S. Certificate, at any post office upon ten days' notice?

That one thousand dollars' worth of W. S. S. is the maximum amount allowed to any one purchaser?

That Thrift Stamps cost twenty-five cents? And that sixteen Thrift Stamps are exchangeable for an interest-bearing War-Saving Stamp?

Finding a Market for the Producer

WITHOUT a market, agriculture could not be the basis of our national prosperity that it is. Marketing turns production into wealth and those agencies that help farmers find profitable outlets are important aids to the country's welfare. Stripped of all discussion, the function of the packers is to find markets. Because of their success in doing this, Armour and Company are today "The American Farmer's Biggest Customer."

Outlets must be maintained for normal supply. Foreign sales must be developed for excess yield. In a shortage of any product, acceptable alternatives must be distributed to relieve the need and to keep markets ready when the yield is again heavy. Fresh commodities which will not bear transportation, and would thus be unprofitable to produce, must be packaged for reserve use elsewhere. There must be manufacture and sale of all by-products. And these are among the services which Armour and Company render—one of the economic reasons why we handle food in so many different forms.

To perform efficiently, our entire system has to operate as a whole. It will not function piecemeal. Our preparation plants, at points where foods are grown, would become choked without our four hundred Branch Houses absorbing production. Our Branches, carrying the several days' reserve supply that makes users well nigh independent of railroad uncertainties, must continually wage a competitive fight for sales. We must finance producers for the thirty, sixty or ninety days necessary—pay cash for raw products, and then prepare, transport and sell on customary credits. Our refrigerator cars have to be steadily

carrying the supply forward to the tables of the nation. As the Interstate Commerce Commission in its report of August last says:

"The carriers (railroads) of the country could not so effectively handle the entire refrigerator car equipment as is now done by the intervention of private owners. The meat packer could no more do business on an economical and efficient basis without his private cars than he could without his modern equipped refining or packing plant."

Marketing, however, does not consist merely in taking what producers offer and selling it. Scientific selling must begin with the best growing of those foods the country most needs. To this end our Farm Bureau was inaugurated—as a point of contact with growers and to help bring about a better understanding of mutual problems.

And it is largely because Armour and Company are thus continuously working to market the products of the American farm that you are sure of steady food supply. Understanding this, you must appreciate that in asking your dealer for Armour Products, you are lending your support to a system that works to the country's economic good and to your own best interest.

ARMOUR AND COMPANY

CHICAGO

3012

New York Section

R. F. Eagle, of Wilson & Company's canned fruit and vegetable department at Chicago, was in New York this week.

Swift & Company's sales of beef in New York City for the week ending March 22, 1919, averaged as follows: Domestic beef, 21.64c. per pound.

Charles W. Meyers, head of Morris & Company's advertising department, and H. E. Stanton, of the smoked meat department, were New York visitors this week.

W. H. Freund, of Aspregen & Company, one of the prominent figures on the New York Produce Exchange, has been very ill at his home in this city, but is now on the road to recovery.

George A. Howe, formerly beef inspector for Wilson & Company in New York territory, and one of the veterans of the trade, was a visitor to New York this week, and was warmly welcomed by old friends. He is now comfortably settled at Concord, N. H., enjoying life as a retired capitalist!

The following is a report of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending March 22, 1919, by the New York City Department of Health: Meat—Manhattan, 4,378 lbs.; Brooklyn, 25,404 lbs.; Bronx, 18 lbs.; Richmond, 10 lbs.; total, 29,810 lbs. Horse meat—Brooklyn, 3,105 lbs. Fish—Brooklyn, 10 lbs. Poultry and game—Manhattan, 2,525 lbs.; Brooklyn, 1 lb.; Bronx, 10 lbs.; total, 2,536 lbs.

LOCAL AND PERSONAL.

(Continued from page 40.)

Armin Eichenberger bought a half interest in the Edward Nicollier meat business at Monroe, Wis.

Louis Gaver has disposed of his meat market at Grand Island, Nebr., to Edward Duffy.

John Morlock sold his butcher shop in Denhoff, N. Dak., to Daniel Luther.

A meat market has been opened at La Moure, N. D., by Olaf K. Olson.

S. S. Mickelson will open a meat market at Sauk Center, Minn.

George Swenson bought a meat market at Morgan, Minn.

Peter Wilezek will open a meat market at Little Falls, Minn.

J. T. O'Day will open a meat market at Eckelson, N. D.

Peterson & Nelson opened a meat market at Luck, Wis.

T. L. Rains opened a meat business at Bynum, Mont.

Mrs. W. T. Wunder bought a meat market at Havre, Mont.

The meat market at Richmond, Minn., formerly conducted by G. H. Klein has been taken over by Nicholas Leither.

Clifford Thielbar bought a meat business in Dundas, Minn.

H. F. Darron has disposed of his meat market in Mahomen, Minn., to L. Shjersteth.

Frank Kleeb bought an interest in the meat business of J. E. Triplett at Park Rapids, Minn.

W. L. Falkerday sold his meat market in Remer, Minn., to A. Killian.

The fixtures of the Sanitary Grocery and Meat Market, Olivet, Mich., have been sold and will be moved away.

Ross Brothers have moved the Sanitary Market to the Embick building, Halstead, Kas.

C. M. Dungs is about to build a modern market in Tracy, Minn.

H. Carruthers has sold out his meat market in Maxwell, Neb.

C. R. Ford has sold his meat market in Chapman, Neb., to F. Razor.

Frank Farrell has purchased the meat business of Paul Schaaf in Brunswick, Neb.

James Dolph has purchased the butcher shop of W. S. Yates in Danbury, Neb.

Weske Bros. are about to begin the erection of a butcher shop at Moose Lake, Minn.

ST. LOUIS PACKERS RAISE WAGES.

Approximately 3,000 St. Louis packing house workers, employees of members of the St. Louis Local Packers' and Provision Association, representing 13 local provision plants, will receive increases in wages as a result of an agreement between the association and D. W. Benjamin, United States Commissioner of Conciliation. H. W. Wahlert, manager of the Krey Packing Company, outlined the provisions of the agreement reached with the employees as follows:

A minimum wage of 42½ cents an hour for all employees over 21 years of age; time and a half pay for all over eight hours' work a day; granting of a bonus equal to the recent award by Judge Alschuler to Chicago packinghouse employees, amounting to about \$2 a week and dating from January 25, 1919; and retaining all other provisions of the contract of April 18, 1918.

The minimum of 42½ cents will be an increase of about 2½ cents an hour in the wages of the majority of the employees, al-

though conditions vary among the different plants and classes of workmen. Details applying to the agreement are being worked out. The 13 concerns affected are the John H. Belz Provision Co., the St. Louis Independent Packing Co., the Sartorius Provision Co., the Cox and Gordon Packing Co., the Carondolet Packing Co., the American Packing Co., the Gewinner Sausage Co., the Luth Packing Co., the Siehoff Packing Co., the Krey Packing Co., the Heil Packing Co., the F. W. Haas Provision Co., and the Gerst Bros' Meat Co.

FOOD SAVING LESSON TAUGHT.

The "gospel of the clean plate" was preached so thoroughly during the war that youngsters in the United States still have a guilty conscience if they waste food. The home demonstration agents sent out by the United States Department of Agriculture and the State colleges emphasized in their talks last year the need of conserving food. In Washington Parish, La., a little girl recently took more food on her plate than she could eat. Valiantly she strove for a clean plate, in accordance with the teachings of the home demonstration agent in that parish, but in the end failed. Thereupon she folded her hands, closed her eyes, and said: "Oh, Lord, please don't let Mr. Hoover or Miss Wolff hear of this. I want to go to heaven if I've got to go any place."

WESTERN DRESSED MEAT PRICES AT EASTERN MARKETS.

Wholesale prices of Western dressed beef, lamb and mutton at leading Eastern markets on representative market days this week are reported as follows by the Office of Markets of the United States Department of Agriculture:

WEDNESDAY, MARCH 26, 1919.				
Fresh beef, Western dressed:	New York.	Boston.	Philadelphia.	Washington.
Steers:				
Choice	\$25.00@26.00	\$26.00@26.50	\$27.00@	\$.....
Good	24.00@25.00	24.50@25.50	25.00@26.00	24.00@25.00
Medium	22.00@23.00	24.00@24.50	24.00@25.00	22.00@23.00
Common	21.00@22.00	23.50@24.00	22.00@23.00	20.00@22.00
Cows:				
Good		21.00@22.00		20.00@22.00
Medium	20.00@21.00	19.00@20.00	21.00@23.00	19.00@20.00
Common	18.00@20.00	18.50@19.00	18.00@20.00	18.00@19.00
Bulls:				
Good	18.00@19.00	17.00@18.00	18.00@19.00	.....
Medium	16.00@17.00	16.00@16.50	16.00@17.00	.....
Common	15.50@16.00	15.00@16.00	15.00@16.00	.....
Fresh lamb and mutton, Western dressed:				
Lambs:				
Choice	32.00@33.00	30.50@31.00		33.00@
Good	31.00@32.00	30.00@30.50	31.00@32.00	32.00@33.00
Medium	30.00@31.00	29.00@30.00	30.00@31.00	30.00@31.00
Common	29.00@30.00	28.00@29.00	28.00@30.00	28.00@29.00
Yearlings:				
Good	26.00@27.00			.....
Medium	25.00@26.00			.....
Common	24.00@25.00			.....
Mutton:				
Good	23.00@24.00	23.00@24.00		24.00@25.00
Medium	22.00@23.00	21.00@22.00	23.00@24.00	22.00@23.00
Common	19.00@21.00		20.00@22.00	.....

CLEAVERS

Time Savers—Knife Savers.

In the COMPLETE FOSTER BROTHERS' LINE there is a cleaver for every purpose. Each of these cleavers is properly balanced, ground, tempered and sharpened.

Years of service have proven that

FOSTER BROTHERS' CLEAVERS

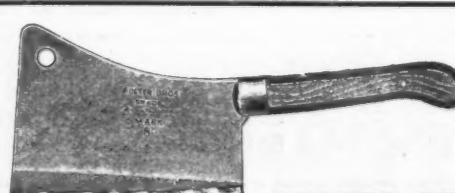
meet the exacting requirements of discriminating users. They have for many years been famed for their high standard of quality. Write for Catalogue No. 17 for full information.

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JOHN CHATILLON & SONS

New York City

Established 1835



HEARN

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NO MEATS
GROCERIES
LIQUORS **BUT** EVERYTHING
IN DRY GOODS
AND APPAREL

We will be in the market for
HORNS
again in a few months. Please
remember us if you have horns
to offer.

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Binghamton New York

DRYERS--EVAPORATORS--PRESSES
RENDERING TANKS AND
BY-PRODUCT MACHINERY
THE AMERICAN BY-PRODUCT MACHINERY CO.
26 Cortlandt St., New York



BEEF, HAM and SHEEP BAGS

We Manufacture all kinds of Stockinette
Cloth and Bags for Covering Meat

WRITE US FOR INFORMATION AND PRICES

WYNANTSkill MFG. COMPANY
TROY, N. Y.

F. SCHENK & SONS COMPANY
WHEELING, W. VA.

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WE SOLICIT INQUIRIES, ESPECIALLY FOR S. P. MEATS, D. S. MEATS AND LARD IN CAR LOTS

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PACKERS AND PROVISION DEALERS

Write or wire us when you wish to buy the finest quality of Lard or S. P. Meats

JONES & LAMB CO., Baltimore, Md.
MEAT PACKERS
CORRESPONDENCE SOLICITED

SALT FOR ALL INDEPENDENT SALT CO.
PURPOSES 44 Whitehall St. NEW YORK

BUY YOUR CATTLE, HOGS AND LAMBS IN NASHVILLE,
The Premier Market of the South
UNION STOCK YARDS, Nashville, Tennessee

KENNEDD, COLINA & COMPANY
LIVE STOCK PURCHASING AGENTS EXCLUSIVELY
UNION STOCK YARDS, CINCINNATI, OHIO
RESULTS SPEAK FOR THEMSELVES. WRITE

March 29, 1919.

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, very common to good	9.25@17.75
Oxen	8.00@13.00
Bulls	8.00@13.00
Cows	4.00@12.65

LIVE CALVES.

Live calves, fair	@18.50
Live calves, fed	10.00@11.00
Live calves, good little	@11.50
Live calves, barnyard	@12
Live calves, culs.	10.00@12.00

LIVE SHEEP AND LAMBS.

Live lambs, unshorn	10.00@19.50
Live lambs, clipped culs.	@13.00
Live lambs, yearlings	@12
Live sheep, ordinary unshorn	@12
Live sheep, culs.	@11.00

LIVE HOGS.

Hogs, heavy	@19.50
Hogs, medium	@19.50
Hogs, 140 lbs.	@19.00
Pigs	@18.50
Roughs	@16.00

DRESSED BEEF.

Choice native heavy	27 @28
Choice native light	26 1/2@27 1/2
Native, common to fair	25 @26

WESTERN DRESSED BEEF.

Choice native heavy	26 @27
Choice native light	25 @26
Native, common to fair	24 @24
Choice Western, heavy	24 @25
Choice Western, light	21 @22 1/2
Common to fair Texas	23 @24
Good to choice heifers	24 @24
Common to fair heifers	22 @23
Choice cows	21 @22
Common to fair cows	18 @20
Fresh Bologna hams	16 @18

BEEF CUTS.

	Western.	City.
No. 1 ribs	36 @38	@38
No. 2 ribs	30 @34	34 @36
No. 3 ribs	24 @28	30 @32
No. 1 loins	36 @38	@42
No. 2 loins	30 @34	38 @40
No. 3 loins	24 @28	34 @36
No. 1 blades and ribs	32 @33	33 @35
No. 2 blades and ribs	28 @30	31 @32
No. 3 blades and ribs	26 @27	29 @30
No. 1 rounds	22 @23	@25
No. 2 rounds	20 @21	@24
No. 3 rounds	17 @18	@23
No. 1 chuck	19 @20	@23
No. 2 chuck	16 @17	@22
No. 3 chuck	14 @15 1/2	@20

DRESSED CALVES.

Veals, city dressed, good to prime, per lb.	27 @28
Veals, country dressed, per lb.	28 @30
Western calves, choice	26 @28
Western calves, fair to good	24 @26
Grassers and buttermilks	14 @18

DRESSED HOGS.

Hogs heavy	62 1/2%
Hogs 180 lbs.	62 1/2%
Hogs 160 lbs.	62 1/2%
Hogs 140 lbs.	62 1/2%
Pigs	62 1/2%

DRESSED SHEEP AND LAMBS.

Lambs, choice spring	32 @33
Lambs, choice	31 @32
Sheep, choice	20 @22
Sheep, medium to good	18 @20
Sheep, culs.	@15

PROVISIONS.

(Jobbing Trade.)

Smoked hams, 10 lbs. avg.	@35
Smoked hams, 12 to 14 lbs. avg.	@34
Smoked hams, 14 to 16 lbs. avg.	@33
Smoked picnics, light	@22
Smoked picnics, heavy	@25
Smoked shoulders	@24
Smoked beef tongue, per lb.	29 @30
Smoked bacon (rib in)	@36
Dried beef sets	@42
Pickled bellies, heavy	@35

FRESH PORK CUTS.

Fresh pork loins, city	@34
Fresh pork loins, Western	29 @31
Frozen pork loins	28 @30
Fresh pork tenderloins	@45
Frozen pork tenderloins	@43
Shoulders, city	@28
Shoulders, Western	@27
Butts, regular fresh Western	@30
Butts, boneless fresh Western	@34
Fresh hams, city	@34
Fresh hams, Western	@33
Fresh picnic hams, Western	@23

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BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 lbs.	85.00@90.00
Flat shin bones, avg. 40 to 45 lbs., per 100 lbs.	75.00@80.00
Black hoofs, per ton	60.00@70.00
Striped hoofs, per ton	60.00@70.00
White hoofs, per ton	55.00@95.00
Thigh bones, avg. 85 to 90 lbs., per 100 lbs.	150.00@180.00
Horns, avg. 7 1/2 oz. and over, No. 1's	225.00@240.00
Horns, avg. 7 1/2 oz. and over, No. 2's	150.00@175.00
Horns, avg. 7 1/2 oz. and over, No. 3's	100.00@125.00

BUTCHERS' SUNDRIES.

Fresh steer tongues, L. C. trim'd	24c @ a pound
Fresh steer tongues, untrimmed	@19c @ a pound
Fresh cow tongues	@18c @ a pound
Calves' heads, scalded	@70c @ a piece
Sweetbreads, veal	40 @100c @ a pair
Sweetbreads, beef	@40c @ a pound
Calves' livers	@35c @ a pound
Beef kidneys	@18c @ a pound
Livers, beef	@18c @ a pound
Oxtails	@14c @ a pound
Hearts, beef	@14c @ a pound
Rolls, beef	@30c @ a pound
Tenderloin beef, Western	24 @30-45c @ a pound
Lamb's fries	@12c @ a pair
Extra lean pork trimmings	@23c @ a pound

BUTCHERS' FAT.

Ordinary shop fat	4
Suet, fresh and heavy	10
Shop bones, per cwt.	25 @35

SAUSAGE CASINGS.

Sheep, imp., wide, per bundle	*
Sheep, imp., medium wide, per bundle	*
Sheep, imp., narrow, per bundle	*
Hog, free of salt, tcs. or bbls., per lb., f. o. b. New York	1.40
Hog, extra narrow, selected, per lb.	1.60
Hog middles	18
Hog bungs	*
Beef rounds, domestic, per set, f. o. b. New York	16
Beef rounds, export, per set, f. o. b. New York	24
Beef bungs, piece, f. o. b. New York	18
Beef middles, per set, f. o. b. New York	50
Beef weansards, No. 1s, each	8 1/2
Beef weansards, No. 2s, each	4
Beef bladders, small, per doz.	95

*Owing to unsettled war conditions reliable sheep casing quotations cannot be given.

SPICES.

	Whole.	Ground.
Pepper, Sling, white	28	30
Pepper, Sling, black	21	23
Pepper, Penang, white	—	—
Pepper, red	23	26
Allspice	10	12
Cinnamon	25	29
Coriander	8	10
Cloves	28	33
Ginger	24	27
Mace	55	60

CURING MATERIALS.

Refined saltpetre, granulated, bbls.	25
Refined saltpetre, crystals, bbls.	26
Double refined nitrate of soda, gran., f.o.b. N. Y. and S. F.	6
Double refined nitrate of soda, crystals	7

GREEN CALFSKINS.

No. 1 skins	0.00
No. 2 skins	.58
No. 3 skins	.35
Branded skins	.45
Ficky skins	.37
No. 1 B. M. skins	.58
No. 2 B. M. skins	.56
No. 1, 9 1/2-12 1/2 lbs.	6.00
No. 2, 9 1/2-12 1/2 lbs.	5.80
Branded skins, 9 1/2-12 1/2 lbs.	4.50
Ticky skins, 9 1/2-12 1/2 lbs.	4.50
No. 1, 12-14 lbs.	6.25
No. 2, 12-14 lbs.	6.00
No. 1 R. M., 12 1/2-14 lbs.	6.00
No. 2 B. M., 12 1/2-14 lbs.	5.75
No. 1 kips, 14-18 lbs.	6.50
No. 2 kips, 14-18 lbs.	6.00
No. 1 B. M., 14-18 lbs.	6.25
No. 2 B. M., 14-18 lbs.	6.00
No. 1 heavy kips, 18 lbs. and over	6.00
No. 2 heavy kips, 18 lbs. and over	7.00
Branded kips	6.75
Heavy branded kips	5.25
Ticky kips	5.25
Heavy ticky kips	5.75
All skins must have tail bone cut.	5.75

DRESSED POULTRY.

Ducks—Fresh—Dry packed—	
Long Island, Penn. and Florida, spring	@50
Michigan, spring	@48
Fowls—Fresh—Boxes—Dry packed, milk fed—	
Western, 60 lbs. and over to dozen	35 @35

Western, 48 to 56 lbs. to dozen	35
Western, 43 to 47 lbs. to dozen	34 @34
Western, 36 to 42 lbs. to dozen	33 @33
Western, 30 to 35 lbs. to dozen	30 @31
Western, under 30 lbs. to dozen	28 @28

Fowls—Fresh—dry packed, barrels—	
Western, 5 lbs. and over, per lb.	34 1/2 @35
Southwestern, dry-picked, mixed weights	34 @35
Old Cocks—Fresh—Dry packed, barrels—	
Dry-picked, No. 1	26 @26 1/2
Scalped	24 @25

Other Poultry—	
Squabs, prime, white, 10 lbs. to doz., per doz.	@10.00

FROZEN—1

